Board of Trade Journal

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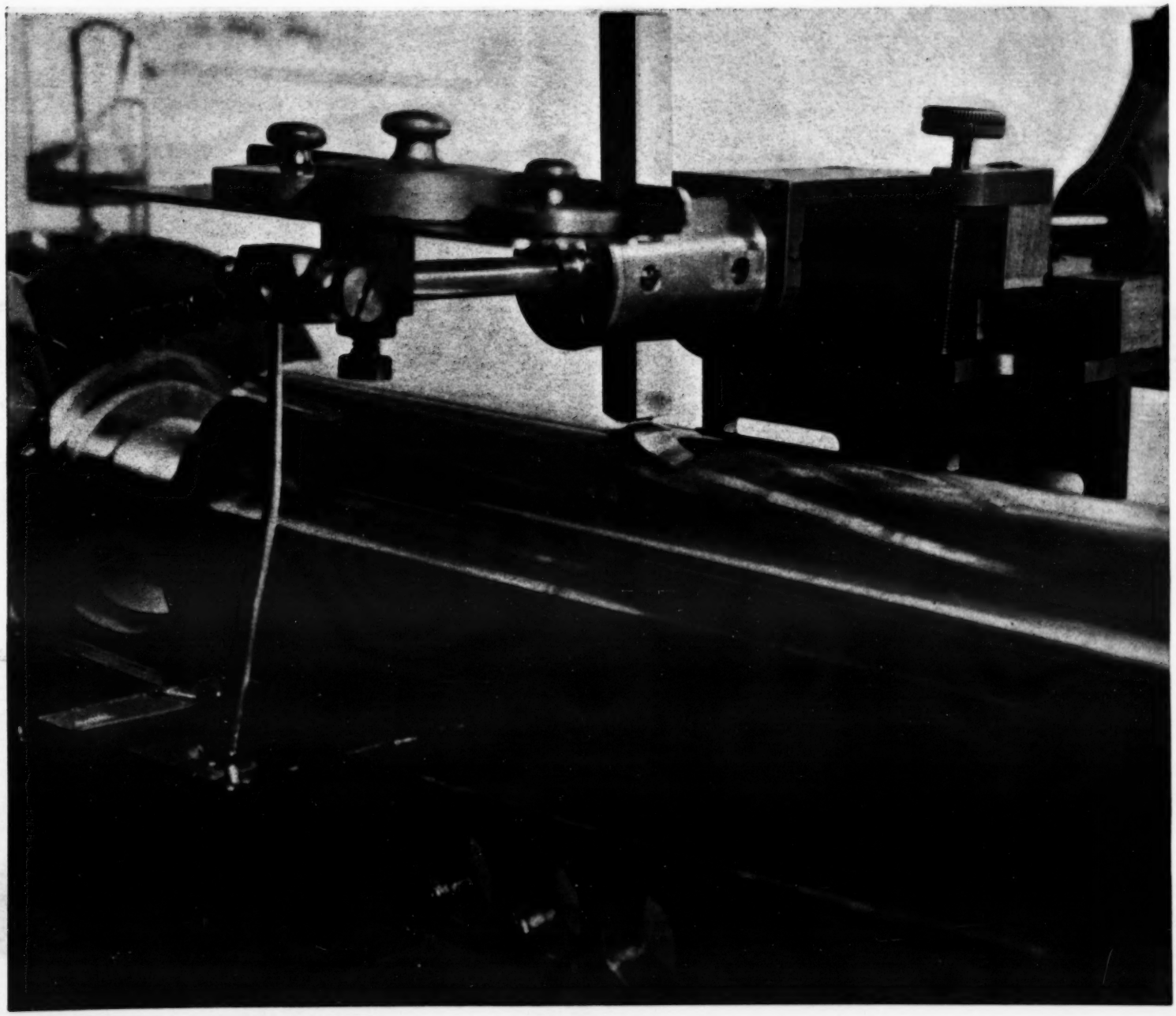

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Front cover photograph

Diffraction Gratings are widely used in science and industry as a most efficient means for separating the component wavelengths of light, permitting extremely precise analysis of almost any substance from examination of its emission or absorption of spectrum. A new British manufacturer in this field is Diffraction Gratings and Optics Ltd. of Chobham, who employ in one of their processes a Merton-NPL ruling engine to indent up to 15,000 fine lines per inch with a shaped diamond tool on a diamond turned and polished brass roller. The company are not only able to satisfy home demand for infra-red gratings, but export 25 per cent of their output. *Photograph courtesy of 'IDR Industrial Diamond Review'.*

LATE ANNOUNCEMENT

Unit Value and Volume Indices—Amendments

THE FOLLOWING AMENDMENTS should be made to Table 4 of the Unit Value and Volume Indices for December and the year 1969, on page 447 of this issue.

1968 fourth quarter: entry under "imports total" should read 4,879.

1969 first quarter: entry under "exports F.O.B." should read 3,938.

second quarter: entry under "visible trade balance" should read −214.

third quarter: entry under "visible trade balance" should read 98.

Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months

Title	*Last published*
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	14 Jan. 1970
Mileage and traffic (A)	9 July 1969
Trade by air (6-M)	22 Oct. 1969
Balance of payments:	
Civil aviation (Q)	4 Feb. 1970
Trends in invisible transactions (Q)	10 Dec. 1969
UK balance of payments (Q)	10 Dec. 1969
Bankruptcy orders (A)	12 Nov. 1969
Business names registered (A)	7 Feb. 1969
Capital expenditure:	
Distributive and service trades (A)	7 Mar. 1969
Industry's capital expenditure (Q)	21 Jan. 1970
Industry's investment intentions (3 times a year)	21 Jan. 1970
Manufacturing industry. Census of production (A)	31 Dec. 1969
Catering trades turnover (M)	This week
Chemicals industry (Q)	28 Jan. 1970
Companies:	
Acquisition and mergers (Q)	5 Nov. 1969
Income and finance (Q)	10 Dec. 1969
New companies registered:	
Gt. Britain (M)	This week
N. Ireland (M)	28 Jan. 1970
Computers:	
UK computer market (Q)	4 Feb. 1970
Construction work overseas (A)	15 Oct. 1969
Credit:	
Instalment credit business (M)	11 Feb. 1970
International trade credit (A)	3 Sept. 1969
Electronic industry:	
Electronic capital equipment deliveries, research and development (Q)	11 Feb. 1970
Engineering and electrical goods:	
Deliveries of certain products (Q)	7 Jan. 1970
Production exports and orders (M)	28 Jan. 1970
ECGD business (Q)	3 Dec. 1969
Film industry:	
British Film Fund Agency returns (M)	4 Feb. 1970
Cinema admissions and takings (M)	This week
Film rentals charged to exhibitors (A)	3 May 1969
Overseas payments and earnings (A)	5 Nov. 1969
Registration of films (A)	24 Jan. 1969
Trends in film going (A)	16 July 1969
Food:	
Consumption levels (A)	This week
Household consumption (Q)	4 Feb. 1970
Footwear industry orders and deliveries (M)	This week
Foreign trade:	
EFTA trade (Q)	17 Dec. 1969
Trends in export of manufactures (A)	17 Sept. 1969
Industrial countries trade and production (Q)	4 Feb. 1970
Foreign trade of the UK:	
Direct orders (A)	3 Sept. 1969
Unit value and volume index nos. (M)	This week
Value of overseas trade (M)	21 Jan. 1970
Value of overseas trade: analysis of trends (Q)	19 Nov. 1969
Gold and convertible currency reserves (M)	11 Feb. 1970
Hairdressing trades turnover (M)	This week
Hire purchase:	
Assets and liabilities of finance houses (Q)	19 Nov. 1969
Business (M)	11 Feb. 1970
Industrial building (Q)	28 Jan. 1970
Industrial development certificates approved (Q)	25 April 1969
Industrial development certificates refused (A)	9 July 1969
Industrial production:	
Index nos. (M)	28 Jan. 1970
N. Ireland index (M)	28 Jan. 1970
Insurance companies:	
Assets (A)	30 July 1969
Transactions (Q)	24 Dec. 1969
Investment and earnings overseas (A)	9 May 1969
Laundries and dry cleaners turnover (M)	This week
Machine tools, deliveries and orders (M)	4 Feb. 1970
Man-made fibres:	
Analysis of production (A)	11 Feb. 1970
Analysis of production (Q)	11 Feb. 1970
Production (M)	11 Feb. 1970
Volume of production (M)	11 Feb. 1970
Motor industry:	
Car and commercial vehicle production (M)	11 Feb. 1970
Motor trades turnover (M)	This week
Office development permits (Q)	12 Nov. 1969
Partnerships registered (A)	7 Feb. 1969
Pension funds:	
Assets (A)	30 July 1969
Trends in private pension funds investment (Q)	24 Dec. 1969
Retail prices index (M)	28 Jan. 1970
Retail trades:	
Index nos. (M)	11 Feb. 1970
N. Ireland index (M)	28 Jan. 1970
Royalty transactions (A)	14 May 1969
Shipping:	
Movement at UK ports (M)	28 Jan. 1970
Nationaltiy of vessels in UK sea-borne trade (A)	7 Jan. 1970
Stocks:	
Distributive and service trades (A)	7 Mar. 1969
Industry's stocks (Q)	21 Jan. 1970
Manufacturing industry. Census of production (A)	31 Dec. 1969
Retail (M)	This week
Television:	
Overseas payments and earnings (A)	5 Nov. 1969
Textiles:	
Clothing and textile orders and deliveries (M)	28 Jan. 1970
Cotton production (M)	28 Jan. 1970
Wholesale houses sales (M)	28 Jan. 1970
Wool exports (Q)	19 Nov. 1969
Wool output (M)	28 Jan. 1970
Tourism:	
International tourism (A)	27 Aug. 1969
UK tourist traffic (M)	4 Feb. 1970
Wholesale prices:	
Average prices of selected commodities (A)	21 Feb. 1969
Index nos. (M)	This week

Board of Trade Departments, etc.

Subjects	*Last published*
Board of Trade addresses	13 Aug. 1969
Board of Trade regional organization	1 Oct. 1969
British Commercial representatives overseas	14 Jan. 1970
Customs notices of interest to exporters	14 Jan. 1970
Directory of Board of Trade departments and their work	29 Mar. 1968
ECGD local offices	23 July 1969
Half-yearly index – July-Dec. 1969	This week
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Programme of trade promotions	5 Nov. 196

SUBSCRIPTIONS,

ADVERTISEMENTS

REPRINTS.

The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office, price 2s. 0d. (annual subscription £6 18s. 6d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn London, W.C.1; 13a Castle Street, Edinburgh 2; Brazennose St. Manchester; 258 Broad Street, Birmingham, 2; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol 1; 7-11 Linenhall Street, Belfast 1, or through any bookseller.

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The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

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1

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The Board of Trade's Group Export Representation Unit (GERU) has been established to assist exporters to improve their representation in markets where satisfactory agents are hard to find and where it would not be economic for an individual firm to set up on its own. Broadly, the scheme is that a group of about six manufacturers of complementary products should set up and share, in agreed proportions, the cost of a representative overseas. In cases where a market survey is required before a group can be formed, the Board of Trade will be prepared to pay half the cost of such a survey. Firms interested in developing their exports on a co-operative basis should contact GERU at the Board of Trade, 1 Victoria Street, London SW1.

2

An export house

Export houses in the UK play an active part in promoting British sales overseas as buying and selling agents, export managers, confirming or finance houses. The Directory of British Export Houses to be published in early Spring lists 740 export houses and defines their functions. It gives all the necessary facts to enable a manufacturer to choose the export house with the kind of service he requires. Further information about the Directory, and an order form, can be obtained from Export Times, 60 Fleet Street, London EC4.

3

Through overseas agents or distributors

The Board of Trade in active co-operation with commercial officers overseas can assist exporters in finding overseas agents or distributors. It is important that once you have made an appointment you should give them every support and maintain personal contact.

Business arrangements made with agents or distributors are, of course, your own responsibility. For help in finding them, call Export Intelligence at Hillgate House, 35 Old Bailey, London EC4.

4

The Overseas Marketing Corporation Ltd

The Corporation provides a specialised marketing service in certain COMECON countries and has recently been granted permission to open a technical information centre in Warsaw.

The Corporation also operates a commercial distribution company in West Germany for electronic components.

Run on commercial lines, the activities of the Corporation are intended to supplement existing export facilities. Firms in technologically advanced areas who want to establish the potential for their products in Eastern Europe and West Germany should contact the Overseas Marketing Corporation Ltd. at 6 Arlington Street, London SW1.

Export Handbooks

The Board of Trade has issued four Export Handbooks—'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services', 'Organisation for Overseas Marketing' and 'Agency Legislation and Practice Abroad'. To obtain as many free copies of these four handbooks as you require for day-to-day use by your export staff, write now to the UK Publicity Section, Information Division N.14, Board of Trade, 1 Victoria Street, London SW1.

For practical and confidential help and advice in developing your export business call us at

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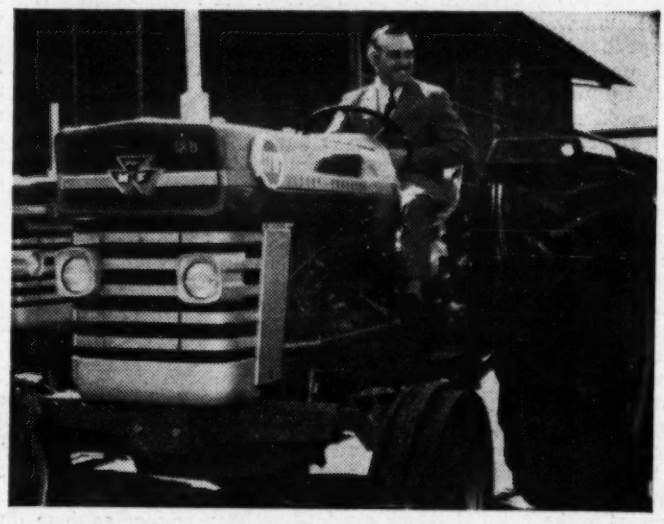
Thailand—a record of growth

By David Montgomery, First Secretary (Commercial), Bangkok

THAILAND COVERS AN area of 198,000 square miles, which means it is roughly twice the size of the United Kingdom. The population is now about 35 million people of whom an estimated 50 per cent are under 18 years of age; it is increasing at a rate of 3.3 per cent a year. If it continues to do so Thailand is likely to have a population of more than 50 million by 1985. Bangkok, the capital, chief port and business centre, has a population of about three million. The Thai economy is based primarily on agriculture, the products of which account for some 85 per cent of the country's exports. Rice, which is the principal source of foreign exchange, accounts for nearly one-third of the total revenue from exports. Three-quarters of the population earn their living on the land of which only about one-fifth is cultivated. But the relative importance of agriculture in the economy is gradually declining; its share of the GNP has fallen from 43 per cent in 1951 to the current level of less than 30 per cent, whereas the share of the industrial sector has been steadily increasing and is now about 15 per cent. But local production still falls far short of the demand for manufactured goods which constitute more than half of the total imports.



Mr. Roy Mason, President of the Board of Trade, tried his hand at driving a tractor at the Massey Ferguson assembly plant in Bangkok, during his recent Asian tour.

Progress in development

Few developing countries can match Thailand's record of economic growth over the past decade. Gross domestic product (at constant prices) has more than doubled since 1957, increasing at an average rate of 7.6 per cent; during the period 1963-67 the rate of growth accelerated from 5.6 per cent to 9.6 per cent per year. For the past few years foreign exchange reserves have fluctuated around the US $900 million mark – currently enough for about 10 months imports. The Second National Development Plan (1967-71) has passed the half-way mark. Public expenditure during the five-year period of the Plan should reach US $6,700 million an increase of 75 per cent over the first Plan period (1961-66). Of this, development expenditure should account for US $2,850 million – about 43 per cent of the total, which will be financed to the extent of US $2,100 million from domestic sources, the balance to come from foreign loans. The emphasis in the Second Plan has been placed on infrastructure projects, e.g., power generation (the demand for electricity has been increasing at 30 per cent annually), irrigation and water resources, and communications (mainly highway construction). So far, not much of the valuable business under the Plan has gone to the United Kingdom, but there are prospects of an improvement in this situation by 1971. Projects to be included in the Third Plan (1972-77) are in process of being submitted to the Government's central planning authority, the National Economic Development Board and it is now time for British industry to be focusing its attention in this direction. The priorities will be broadly the same as in the Second Plan, i.e., agricultural development and diversification (irrigation and water resources will again be in the forefront) rural development schemes, education (particularly vocational training), communications (more highways construction), power generation (including the construction of Thailand's first nuclear power station of between 450 and 500 MW), and the promotion of industries which have export potential and which will use locally available raw materials. As in the case of the Second Plan, it is expected that many of the projects will be financed from external sources, e.g., under foreign aid programmes or by World Bank loans. Since its inception the World Bank has loaned Thailand nearly US $400 million. There is a long tradition of liberal free trade in Thailand and this is reflected in the fact that the industries which have been established since industrialization really got under way in 1959 are largely in the hands of private enterprise. Most of the 40-odd thousand registered factories in Thailand are small undertakings, but there is also an impressive range of medium and large concerns including two oil refineries, several iron and steel mills, integrated textile mills, 10 vehicle assembly plants and tyre factories. Six oil companies (one British and five American) have obtained offshore concessions in the Gulf of Thailand where they have already carried out seismic studies. Another major development in the private sector for which plans are well advanced is a petrochemical complex. Happily there has already been considerable interest shown in this by British companies.

United Kingdom share of the market

The first British trading contract with Thailand was made over 350 years ago. It was the beginning of an association which many years later led to our becoming Thailand's leading overseas supplier. By the 1930s over 50 per cent of Thai imports were being supplied from the United Kingdom. The picture is rather different today. The value of United Kingdom exports to Thailand in 1969 reached nearly £31 million. Our present share of the market is about 6 per cent, which puts us in fourth place in the imports league. We are along way behind Japan, whose share of the market is about 30 per cent, and the United States with nearly 20 per cent (exclud-

THAILAND – A RECORD OF GROWTH, *continued*

ing military items). Germany is in third place with 8 per cent. The latest estimate of the total value (on a c.i.f. basis) of Thailand's imports in 1969, is £525 million. This represents an increase of over 170 per cent since 1960 when the total import bill was £192 million. The dominant market position of Japan is largely due to the dynamism of Japanese exporters whereas that of the United States is closely linked with the political developments in S.E. Asia over the past 10-15 years. Although it would be quite unrealistic to imagine that the United Kingdom could regain its former dominant position, we may succeed in improving our share of the market if the growing interest in Thailand, which is currently being shown by British exporters, is sustained.

A goodwill bonus

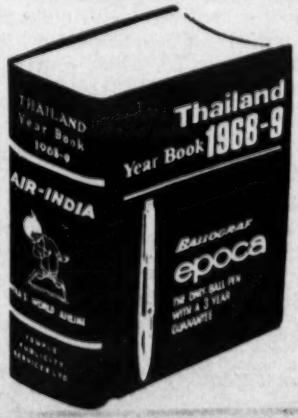
In November 1968 a high-level mission from the London Chamber of Commerce visited Bangkok. One of the main conclusions of its published report on the visit was, 'that Thailand is a highly competitive market, but for a variety of reasons – some sentimental and other severely practical – we are convinced that many Thais sincerely wish to do business with Britain if she is in the field, and we would advise British businessmen not to overlook the possibility that in the future, Thailand with its ample and cheap but competent labour force, and with the Thais' ability to assimilate technological skills, could become a manufacturing country with valuable export trade to other countries in S.E. Asia'. This is sound advice. There is no doubt that a surprisingly large number of Thais are anxious that we should increase our share of this market. But this does not mean that their genuine friendship towards Britain will necessarily help us in our efforts to do so. Sentiment is not a factor in the awarding of contracts, or in the placing of orders in Thailand, where the classical marketing criteria apply, i.e., a good product, competitive prices backed by aggressive salesmanship and where necessary dependable after-sales service. Terms of payment play a key role, but the supplier credit offered by British firms in Thailand and the supporting export credit insurance cover offered by ECGD, enable them to complete generally in this field.

We in the Embassy will be reporting details of the projects to be included in the Third National Development Plan as soon as these become available, but United Kingdom firms hoping to find projects of interest to them should make an effort to visit Bangkok during the coming months. A great deal of information on specific projects can be gleaned from conversations with the appropriate Thai government officials, who are invariably receptive to visits from the representatives of overseas firms displaying genuine interest in their particular project.

The prospects ahead

More hard-selling missions similar to those from the Birmingham and Sheffield Chambers of Commerce and the Lighting Industry Federation, which came to Bangkok in 1969, would be most welcome and worthwhile. But in the composition of future missions the emphasis should be on firms who are not already exporting to Thailand. Those who are already represented here and whose purpose in joining a mission would probably be to give a personal boost to the efforts of their local agents, are better able to do so by individual visits. In the course of a round of visits to S.E. Asian countries, Mr. Roy Mason, President of the Board of Trade visited Thailand from January 8-11. There is a need for more United Kingdom industrialists at senior level, to follow in his steps for the purpose of assessing for themselves the opportunities in the field of joint manufacturing ventures with Thai partners. Although Thailand has succeeded in attracting very substantial foreign investment in recent years, there is a lack of technical know-how and the related managerial expertise in a number of fields and if the Government's plans for continued industrial development are not to be slowed down, these essential skills must also be imported. This would appear to offer promising investment openings for British companies who may be considering local manufacture on a joint venture basis in this area. Several British companies already have local assembly or manufacturing plants in Thailand. A growing unfavourable balance in overseas trade and the prospect of a withdrawal of the United States military presence in Thailand (which has brought considerable economic benefits over the past few years) has led the Government to review their policy on industrial investment. There are indications that they intend to be more selective in the types of industry which they will permit to be established, especially on a 'promoted basis', and that for the future their preference will be for industries which will use locally available raw materials. A revised Industrial Promotion Act, which is now in the process of being drafted, is expected to reflect this thinking.

The resources on which Thailand can draw suggest that it is within the capabilities of this country to maintain a satisfactory growth rate in the 1970s. This is not to gloss over the problems of an unfavourable balance of trade and the possible economic effects of a withdrawal of the United States military presence. Those responsible for planning the country's future development are aware that it may not be easy to maintain the enviable record of growth over the past decade, but they are committed to a policy which aims at doing so. There is no reason to doubt that they will succeed in their task. It remains for British industry to take advantage of the opportunities to participate in the future development of this country.



THAILAND YEAR BOOK 1969/70

Printed on high quality book stock and bound in heavy duty gold blocked covers, the post-paid price of the THAILAND YEAR BOOK 1969/70 is U.S. $12 or £5. 5s. Three years subscription may be secured in advance at U.S. $24 or £10. This is a book you must have.

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Opportunities for exporters in Thailand

Brief details are given below of some inquiries for British goods, offers to represent British principals, etc., published in recent issues of the Export Service Bulletin. *Copies of the Bulletin, which contained the original notices, and photocopies of any documents relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (The price of these varies. See individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade; and should state the country, commodity and reference number. However firms which have opened Deposit Accounts with Export Services Branch, Board of Trade may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: An asterisk in the text indicates that documents may be borrowed.

All inquiries should be addressed to the Editor, Export Service Bulletin, *Board of Trade, Room H.09, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel.* 01-248 5757, Ext. 7016, 7017. *Telex:* 886143. *Answer Back BOTHILLGATE LDN.; Telegrams: EXSERBRA.*

Reference No.	Commodity	Nature of inquiry	Bulletin No.
ESB 47001/69	Bolts nuts	Source of supply	27/70
ESB 2264/70	Furniture; kitchen equipment	Source of supply	21/70
ESB 44991/69	Fertilizers	Agency	18/70
ESB 936/70	Transformers	Agency	8/70
ESB 44991/69	Feed additives; pesticides; veterinary medicines	Agency	241/69
ESB 50524/69	Plastics; plastics working machinery	Source of supply	239/69
ESB 49538/69	Automotive parts; glue	Agency	235/69
ESB 48605/69	Leather board manufacturing equipment; shoe parts	Source of supply/ Agency	230/69
ESB 47636/69	Music wire	Source of supply	225/69
ESB 46605/69	Clothing; shoes	Agency	221/69
ESB 17784/69	Mosquito netting; vacuum flasks	Source of supply	221/69
ESB 45111/69	Gift items; women's ornaments; stationery	Agency	215/69

Mr. Mason visits Oslo

MR. ROY MASON, President of the Board of Trade, visited Oslo on February 17 and 18. Mr. Mason is visiting Britain's partners in EFTA and other countries to see something at first hand of Britain's export performance and prospects and to exchange views with Ministerial colleagues.

The President's programme include a meeting with Mr. Kare Willoch, Norwegian Minister of Commerce and Mr. J. D. F. Lyng, Foreign Minister, and a speech at the Polytekniske Forening, Oslo (The Polytechnic Society) on the subject 'The British economy – prospects and perspectives.' He will also meet a cross section of importers of British goods.

Dispersal of some Board of Trade Divisions

MR. ROY MASON, President of the Board of Trade, announced in answer to a Parliamentary Question on February 12 that he had decided to disperse some of the work of the Board's Finance and Insolvency Divisions, at present undertaken in central London, to South Monmouthshire, in the mid-1970s.

Mr. Mason said: "The financial work is concerned mainly with the payment of wages and salaries to the Board's staff and the insolvency work is concerned with the audit of the accounts of Official Receivers, Trustees in Bankruptcy and liquidators in voluntary liquidation.

'The dispersal of the Finance and Insolvency work will follow the completion of the transfer of the Board's Business Statistics Office to the same area. The number of staff to be transferred with the Finance and Bankruptcy work will be about 150. In addition, the office will recruit some 300 clerical staff locally.'

Notes:

The dispersal of the Business Statistics Office (then the Census Office) was announced by the then President (Mr. Anthony Crosland) on April 5, 1968.

The transfer of the Business Statistics Office is expected to be completed in 1973.

Dollar Land Holdings Limited

MRS. GWYNETH DUNWOODY, Parliamentary Secretary Board of Trade, received a deputation of shareholders in Dollar Land Holdings Ltdt. led by Mr. Arthur Lewis, MP, on February 10. They discussed the formal application which the Board had received the day before to appoint inspectors into the affairs of the company under the Companies Act, 1948.

Mrs. Dunwoody told the deputation that despite earlier complaints there had been insufficient evidence on which the Board of Trade could act. A formal application from some shareholders and filed by solicitors to investigate the affairs of the company had been received on February 10. This was being urgently considered. (*See also Parliamentary Answers, page* 431).

European space research organization (ESRO)

A LIST of tender actions likely to be initiated by the European Space Research Organization (ESRO) during 1970, was published in the *Export Services Bulletin* of February 10. Any firm requiring a copy of this issue of the *Bulletin* should write to Export Services Branch, Board of Trade, Room HO.9, Hillgate House, 35 Old Bailey, London, E.C.4, enclosing a remittance of 2s. in the form of a cheque or postal order (not postal stamps) made payable to the Principal Accountant, Board of Trade. General inquiries should be addressed to Export Services Branch, Board of Trade, Room F.23, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 528).

Invisibles exports data in card form

DATA ON Britain's invisible exports has been published in pocket form by the Committee on Invisible Exports. The data, which is printed on a 4-fold card, contains handy information on Britain's share of world invisibles, invisibles in Britain's current payments (from 1952 to 1968) and a table showing where invisibles were earned during 1968. Inquiries about the card should be made to the Committee on Invisible Exports, 18th Floor, 23 Fenchurch Street, London, E.C.3 (Tel. 01-626 3641).

World Intellectual Property Organization (WIPO)

A NEW INTERNATIONAL organization at the intergovernmental level, the World Intellectual Property Organization (WIPO) will come into existence on April 26.

'Intellectual Property' comprises two main branches: industrial property (patents, trade marks, etc.), and copyright in literary and artistic works. The objectives of the new organization are to promote the protection of intellectual property throughout the world through co-operation among States, and to ensure administrative co-operation among the Unions established by the various Conventions and Agreements now administered by the United International Bureaux for the Protection of Intellectual Property (BIRPI), of which the new organization will be a continuation. Until all the States members of these Unions have become members of WIPO, BIRPI will continue to exist side by side with WIPO. The United Kingdom is among the countries that have ratified the Convention establishing WIPO. The headquarters of the new organization will be in Geneva.

International Review of Industrial and Copyright Law

A NEW QUARTERLY JOURNAL in the English language of special interest to practitioners in the field of industrial property and copyright, the *International Review of Industrial Property and Copyright Law*, will be published in 1970 under the auspices of the Max-Planck-Institute for Foreign and International Patent, Copyright and Competition Law. The annual subscription is DM120. Inquiries concerning subscriptions and advertisements should be addressed to Verlag Chemie GMBH, 6940 Weinheim/Bergstr., P.O. Box 129/149, Germany.

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DEP Minister speaks on financial information

MR. EDMUND DELL, Minister of State, Department of Employment and Productivity revealed in a speech at the annual dinner of the Institution of Plant Engineers at Chester on February 6, that the Government are considering introducing a voluntary code of financial information in relation particularly to companies which might become involved in merger. Mr. Dell said that the Department of Employment and Productivity was proposing to the Confederation of British Industry that agreed guidelines should be worked out on the disclosure of financial information which would reflect what was immediately practicable in the Monopolies Commission in their recent observation on mergers (annexed to the Unilever/Alied Breweries Merger Report). These guidelines would be for a voluntary observance: the code would be to some extent parallel to the City Takeover Code which was concerned with information required at the time of a bid, particularly by shareholders.

Earlier, Mr. Dell stated that increasing concern had been expressed that in the public interest there ought to be more information available to enable judgments to be made about the prospect that proposed mergers would be successful and about the success achieved by completed mergers. 'There are two simple enough reasons for this,' he said. 'First, after a merger, there is often actually a decrease of information available to the public in relation to the total resources employed; where, formerly, there, were two companies publishing annual reports under the Companies Acts, now there may be, indeed generally are, only one. Secondly, for a period, it becomes difficult to interpret the fortunes of the single merged company through the study of its accounts.

'Is its increasing success due just to short-term manoeuvres such as the sale of fixed assets? If so, to what extent? How far is its turnover being bolstered by continued success in one aspect of its business only – has it successfully transferred its skills and resources to the management of the new resources it has taken over, or did its luck run out? What attitude should the Government, or the market, take to the company when it comes again, quite quickly perhaps, with further merger proposals?

'In recent years, large companies have themselves done a great deal to increase our knowledge of the sources of their profitability; notes to accounts, and directors' reports are more informative and perhaps franker than at one time they were. The Companies Act, 1967, has furthered the process and, in particular, contains a most useful and forward-looking provision at Section 17 – of which I hope increasing use will be made – that directors' reports must contain the turnover and profit or loss figures for each class of activity which in their opinion differs substantially.

'In its recent reports on two merger cases the Monopolies Commission made certain recommendations for further action by diversified or merging companies generally, including some involving additions to the City code for mergers and takeovers. My department and the Board of Trade, have been considering with the CBI and with the City panel how far we can take these; and we should be in a position later this year to announce some fairly substantial progress.

'One thing is already clear. We shall not for the time being be proposing further changes in companies legislation, for instance to remove the self-regulating principle implied in Section 17. This is because, at any rate as yet, it is not possible to lay down in legislation schemes and classifications applying to all businesses. If we did, we might end up with less information than we have already, or else we might find ourselves making provisions that were simply nonsense in relation to particular businesses. Moreover, the provisions of the Companies Act apply to all businesses, large or small, whereas I think that at present public concern is mainly with the larger companies. And those must take the lead and be encouraged to do so.'

Mr. Dell said that the voluntary code proposed by the DEP 'will be of value not only to industry but also for action under the monopolies and mergers legislation. Merging companies may already, of course, be subject to some preliminary investigation by the DEP and perhaps examination by the Commission. I am sure they will recognize it is being in their interests to be able to describe their development and activities in the appropriate detail when their merger proposals are considered and judgments have to be made that will affect them.'

Mr. Dell reminded his audience that in the legislation shortly to be placed before Parliament to amalgamate the Monopolies Commission and the NBPI into a Commission for Industry and Manpower, power would be taken to require particular companies to publish certain kinds of financial information. This power would only be usable following a scrutiny by the proposed new Commission and a recommendation to that effect; and it could only apply to the relatively narrow field of companies that would be liable for reference under the proposed new powers.

'I certainly hope that the increasing application of Section 17, and voluntary observance of the code we shall hope to introduce, will make it less necessary to use the power,' continued Mr. Dell. 'But it would be there in reserve, or if exceptional circumstances crop up in relation to a particular company.

'I would like to stress that the voluntary code of financial information and the proposed new power do not represent different approaches to the subject. They are complementary; the idea is that the code will provide the general background against which in practice particular cases may be considered by the DEP or the CIM.

'Finally, as you already know, there would be a power under the proposed new legislation to make general advisory references to the Commission. In a sense, the steps I have been describing so far stem from general advice by the present Monopolies Commission. In the same way, it will be possible under the new power to seek the CIM's view on progress or further steps on disclosure; and following that to decide what further progress may be necessary and possible.'

Consideration of mergers

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, has announced that on the information at present before her it is not intended to refer the following proposed transactions to the Monopolies Commission under the provisions of the Monopolies and Mergers Act, 1965:

Proposed acquisition by Hawker Siddeley Group Limited of Brook Motors Limited.

Proposed amalgamation of the aluminium fabricating interests of Alcan Aluminium (UK) Limited and James Booth Aluminium Limited.

Proposed acquisition by Tonks Holdings Limited of William Newman and Sons Limited.

Proposed acquisition by United Drapery Stores Limited of Swears and Wells Limited.

Proposed acquisition by Imperial Tobacco Group/Ross Group Limited of the broiler and animal feed interests of Associated British Foods Limited.

Proposed merger between the Dowty Group Limited and Anderson Mavor Limited.

'Britain's decimalization programme on schedule'

THE DECIMAL CURRENCY Board's programme to ensure that Britain achieves a smooth changeover to decimal currency was broadly running to schedule, Lord Fiske, chairman of the Board, said in London on February 9.

At a 'One Year To Go' Press conference (D-Day, February 15, 1971, is the date when Britain begins changing to decimal currency), Lord Fiske said that the nation's state of preparedness appeared, in general, to be at the level which the Board had been working to achieve at this stage. The prospects for a smooth and efficient changeover looked good but, of course, it was far too early to be complacent in the slightest degree and a great deal of work had yet to be done in many crucial areas.

SUBSCRIPTIONS AND SALES

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National Exhibition Centre

LORD BROWN, Minister of State, Board of Trade, met Dr. G. F. Vaughan, chairman of the GLC Strategic Planning Committee and Mr. Robert Vigars, chairman of the Planning and Transportation Committee, on February 12 about the siting of the National Exhibition Centre.

Although they recognized the need for urgent action, the GLC urged the re-consideration of HMG's decision to support the joint proposal from the Birmingham Corporation and the Birmingham Chamber of Commerce to build the NEC in the West Midlands. They suggested that London was still the main national centre but they did not wish to argue the case as London versus Birmingham. What they wanted – even at this late hour – was an inquiry to identify the best location in the interests of the nation.

Lord Brown insisted that HMG's decision was taken on national grounds. Tracing the long history of delay, Lord Brown said that he had, in full consultation and with the co-operation of the GLC, identified the best site in the London area as Northolt. However, time had shown that there were serious planning and financial difficulties, the latter being exaggerated by the refusal by the GLC to commit themselves to any financial involvement in the venture. The Birmingham proposals had arrived at a time when the Northolt project seemed to have lost its momentum and would suffer the same fate as the Crystal Palace project, considered for several years up to 1967. The Birmingham proposals gave the Government the chance to consider the national need afresh, looking towards the last quarter of the century. Lord Brown emphasised that HMG's decision was right, both nationally and regionally. As regards usage of the site, experience in other countries suggested that the professionals and technicians would go where there were the best facilities. e.g. Hanover, Frankfurt, Milan, Turin and Lyons, none of which were National capitals. If we provided the right facilities, industry and industrial buyers would use them. But exhibition facilities in the Midlands would do much more – they would be sited centrally in the British Isles, had good rail, road and air links, would be in the centre of manufacturing industry and would help a major provincial city to develop an infrastructure comparable to that of London.

GLC had been kept fully informed of HMG's consideration of the Birmingham proposals and the likely outcome of this consideration. Lord Brown emphasized that London would still need modern exhibition facilities of its own to meet a growing domestic and international need in the years ahead. He was sure that the GLC were right to have in their plan new and improved exhibition facilities for London.

Effective industrial training in NE England

A STATEMENT of principles designed to improve the effectiveness of industrial training and to provide the resources of skilled labour required by the rapidly changing structure of industry in North East England was issued on February 5 by the Trade Union Advisory Panel of the North East Development Council.

The Department of Employment and Productivity has issued a statement warmly welcoming the initiative taken by the panel in this important field and hopes that the lead given will find a ready response from employers and trade union membership.

The principles, as set out, constitute a forward-looking policy with the minimum of restrictions. Many of the points made are implicit in the Department's own flexible attitude to training and have already been put into practice in a number of industrial establishments in the North East.

The innovation of sponsored training of employees recently introduced by the DEP is proving popular. Under this scheme training in additional skills and techniques appropriate to the needs of individual employers and workers is provided free of charge in GTCs.

This system meets many of the criteria set out in the document and facilities are available for its wider use on request from employers as a direct solution to certain of their training problems.

At the same time the Department's vocational training scheme in its five GTCs in the North East continues to offer training opportunities generally to both employed and unemployed who wish better to equip themselves for entry into the new and expanding industries of the area.

The Department alsos hares the view that it is only by a co-ordination of the activities of all the agencies in the training field that a fully effective training programme suited to the special needs of the North East can be provided.

Application for temporary exemption from import duty

THE BOARD OF TRADE are considering an application for the temporary exemption from import duty of the material listed below on the grounds that material not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for this material, or who are interested in its future porduction.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be reveiced by March 4.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
90.09	Photo-reduction apparatus employing step and repeat operation in increments of integer multiples of 0.001 millimetre or less having an intrinsic repeatable positional accuracy in two axial directions of plus or minus 0·0001 millimetre or better relative to an alignment datum over an area of 2¼ inches by 2¼ inches to 3 inches by 3 inches and a resolution of 650 lines per millimetre or better over an area of not less than 3·5 millimetres by 3·5 millimetres	Photo-reduction apparatus	December 31 1970	10730

Import quotas for certain jute goods

THE MINISTRY of Technology has decided that the quotas for the importation of certain types of jute goods, details of which were first announced in the Board of Trade Notice to Importers No. 1235, dated November 30, 1968, should remain unchanged for the quota year beginning May 1, 1970. A new Notice to Importers to this effect will be issued in due course. All firms who currently have an allocation for import against the quotas will receive allocations for the 1970-71 quota year for substantially the same quantities as they received in the 1969-70 quota year. Allocation holders will receive written confirmation of the size of their allocation under the various quota categories within the next two weeks.

US car components firm to expand in N. Ireland

BRIDGEPORT BRASS LTD, an American based company manufacturing tyre valves and accessories, are to expand production in a 30,000 sq. ft. extension to their factory at Lisburn, Co. Antrim. Mr. Roy Bradford, Northern Ireland's Minister of Commerce, said that whilst the number of new jobs involved could not be confirmed at this stage, the development was of particular importance in the light of recent redundancies in Northern Ireland.

White Paper on Britain and the European Communities

The White Paper 'Britain and the European Communities: An Economic Assessment' was published on February 10 (Cmnd. 4289: available from HMSO, 49 High Holborn, London, W.C.1 (price 4s. net or by post from HMSO, PO Box 569, London, S.E.1 (price 4s. 4d. net). Below is a brief summary of the White Paper issued by the Cabinet Office:

Entry into the Community would have its main economic effects on agriculture and food; industry and trade; and capital movements and invisible trade. These effects would build up gradually over a period of years: some of them – as it happens the adverse effects – can be quantified within very broad ranges: it has not been possible to quantify the beneficial effects of entry at all. The White Paper sets out the Government's estimates of the quantifiable effects as they might affect the economy in the latter part of the seventies. All these estimates are highly speculative and make no allowance for the effect of negotiations on the terms of entry; nor can a reliable assessment be made of the situation in which we should find ourselves in the latter part of the 1970s if this country were not to join the Community.

In an enlarged Community our food imports (excluding the levies payable on them) could cost between £85 million less and £255 million more a year than if we remained outside. The outcome would depend on the difference between United Kingdom and EEC prices at the time, and on the response of British farmers and consumers to the higher Community prices. The maximum likely increase in retail food prices here would be over a period of years in the range of 18-26 per cent, which would involve an increase of 4-5 per cent in the cost of living index spread over the same period.

We should have to contribute to the Community budget, nearly all of which at present finances expenditure on agriculture. The Six reached agreement in principle last December on the method of financing the Community budget. The agreement is a complicated one and while it is possible to estimate the theoretical upper and lower limits of our contribution, £150 million and £670 million a year respectively, it is not possible to make a realistic estimate of where in that range our contribution would lie in practice since we were not, of course, parties to the December agreement. We might receive back from the Community budget some £50 million to £100 million annually through the operation of the common agricultural policy.

Effects on British industry

The effects of entry on British industry and trade are partly what may be called 'impact' effects which are to some extent measurable and partly 'dynamic' effects which are not. The impact effects on our overseas trade in industrial goods are produced by the various tariff changes we should have to make and by the consequences of higher food prices for wage levels. The cost to our balance of payments of these impact effects might build up over a transitional period to something of the order of £125 to £275 million a year on an estimated future level of overseas trade of about £18,000 million.

The dynamic effects are the consequences for our economic structure and growth and competitive power of the stimulus to British industry provided by the much greater opportunities – and competition – which would exist in a Customs union of up to 300 million inhabitants stretching from Scotland to Sicily and from the Irish Republic to the borders of eastern Europe. The Government have not found it possible to estimate the size of these benefits but they agree with the Confederation of British Industry that they are likely to be very substantial.

The consequences of adopting the Community regime for capital movements could be expected to involve a sizeable cost to the United Kingdom's balance of payments in a typical year as compared with the situation if our existing exchange controls were maintained. As to our invisible earnings it is reasonable to expect a significant expansion as a result of membership. It has not proved possible to put a figure to either effect.

The total cost of entry cannot be assessed by adding together the extremes of the various estimates of the balance of payments cost given in the White Paper. It is inconceivable that the many elements in them would all be either unfavourable or all favourable, so that the total of the range of estimates, £100 million to £1,100 million, is unrealistic. Moreover, the largest single figure, that for our theoretical maximum contribution to the Community budget, takes no account of the bearing on the United Kingdom of the arrangements which the Six agreed among themselves in December. Further, the range makes no allowance for the favourable dynamic effects of entry on our trade and industry, nor for any adjustments which may be made during the negotiations for entry.

Balance of payments cost

Nevertheless membership would be likely to involve a substantial balance of payments cost, which would take effect gradually over the transitional period. This cost would have to be met out of the national resources (GNP) which would be growing during this period. The crucial question therefore is whether our GNP would grow faster if we were members of a much wider market than if we were not, and whether the extra growth would provide more than sufficient resources to meet the cost of entry. This would depend on many incalculable factors, including the outcome of the negotiations to determine the terms of entry and the response of British industry to the stimuli of the greater opportunities and stiffer competition in an enlarged Community.

On this, the White Paper states that the GNP of the United Kingdom has been growing at about 3 per cent a year during the past decade and is today some £39,000 million a year: and that the estimates of the balance of payments cost of membership would involve at most an additional claim on the annual rate of growth over a period of a few years of considerably less than 1 per cent of our GNP. It goes on to cite the general conclusion of the Confederation of British Industry's report that the dynamic effect of membership on our growth rate should in the long run exceed the balance of payments cost, and the economic advantages would outweigh the economic costs, provided the latter were not unduly high.

The White Paper concludes by noting that our position today is better than it was in 1967. Our economy and balance of payments are stronger. The Six all favour our entry, and the political arguments for entry have become stronger. The balance of economic advantage particularly in the short run remains the major uncertain factor, and this can only be clarified further in negotiations to determine the conditions of entry. Failure in negotiations would not necessarily condemn Britain or the Communities to economic or political sterility. But another historic opportunity would have been lost for Europe to develop its full potentialities to promote the welfare and security of its citizens.

Prime Minister's statement in Parliament

Mr. Harold Wilson, the Prime Minister, made the following statement on the White Paper in Parliament on February 10:

'While this, as I have already told the House, deals exclusively with the economic assessment of the cost of British entry to the Communities, on a wide range of assumptions, hon. Members will no doubt wish to study it against the background of the four White Papers published in 1967, dealing with the decision of May 2, to make application, and the basis of that application; with the legal and constitutional issues; and with the matters relating to the Common Agricultural Policy. The fourth White Paper was the statement of the then Foreign Secretary at the meeting of the Council of Western European Union in July, 1967.

'The structure and content of today's White Paper follow the pattern I outlined at Brighton last autumn and announced to Parliament soon after. The estimates and assessments made in 1967 have been recalculated on the basis of more up-to-date information, and they cover, in particular, agriculture, the balance of trade in industrial goods, invisibles and capital movements, and

the consequences for each of these which entry into the Communities might have for us, and, in particular, for our balance of payments.

'The House will see that the White Paper also sets out the potential implications of membership for the development of our industry, and concludes with an overall economic assessment of the theoretical range of possible costs, in both balance of payments and resource terms, which membership of the Communities could involve.

'I have indicated to the House on a number of occasions the difficulties arising from the wide range of assumptions which must be made. Before saying a word about them I should make it clear that, for reasons the House will understand, the calculations do not allow for what we would hope to achieve in the course of the negotiations, whether in terms of quantities and cost, or in terms of periods for transition and adjustment.

'The assumptions that have been made relate in the first instance to the common agricultural policy, and as far as possible reflect the most recent decisions of EEC Ministers: in particular, the summit meeting at The Hague on December 1 and 2 last year, and the meeting of the Council of Ministers of the Communities ending on December 22. Even now we do not have a complete picture of the future shape of the Community's agricultural policy.

'Clearly, we had to wait for the outcome of these meetings, as I have told the House more than once, and this was why my earlier hope of being able to lay the White Paper before Christmas was not realized.

'But the House will recognize that this is a continuing process. The Ministers of the Six met last Thursday, Friday and Saturday, when the White Paper was already in print, and there will be further meetings which may necessitate revision of the estimates.

Many estimates must be speculative

'Even if this were not so, the House will understand that many of the estimates must be highly speculative. There must, for example, be a wide margin of error arising from any calculations which may be made about the response of British agriculture and industry to changes in prices and tariff levels whose effects cannot be fully felt for a number of years. Hon. Members will realize what margin of error this involves both in the calculations of the agricultural cost, and its wider implications in industrial, commercial and financial matters.

'Given the assumptions, we have sought to present, within an inevitably wide range, as full and objective an account of the position on agriculture as is possible. We have, however, found it very difficult to present any meaningful estimates about invisible earnings and capital movements: still more difficult to make any about the long-term industrial consequences, described in the White Paper as the 'dynamic effect' of entry, though here many hon. Members will have studied the report made by the Confederation of British Industry and published by it a few weeks ago.

'We have not found it possible to set out figures in quantifying these industrial consequences. It is right that those who are engaged in industry and trade, to whom would fall the responsibility of taking the thousands of day-by-day decisions which entry into the Communities would entail, should judge – as hon. Members will seek to judge – to what extent membership would give industry more opportunity for successful enterprise and expansion.

'The White Paper also makes no attempt to estimate the cost to Britain of remaining outside the Communities, if the final result of the negotiations were to produce terms and conditions which the Government, and Parliament, were to regard as unacceptable.

'Again, the White Paper does not attempt to deal with the political arguments for entry into the Communities, beyond recalling what was said on this issue in the 1967 White Papers.

'Hon. Members will wish to study this document, which I must say right away is lengthy, detailed and heavy going. I am sure, however, that most hon. Members, whatever their views on the issue of British entry, will accept that the figures have been calculated in a completely objective and neutral way. My right hon. Friend the Leader of the House will be arranging for talks through the usual channels for a full parliamentary debate after hon. Members have had adequate time to study the White Paper, and to study the public comment which the White Paper will no doubt generate both in Britain and overseas.

'Today is not the time to attempt to draw conclusions in terms of policy from the White Paper. Britain's application for membership has been made and that is not in question. The Governments of the Six have made clear their intention that negotiations will begin in the summer. Until the outcome of those negotiations is known, neither the Government nor Parliament will be in a position to take final decisions. The negotiations will take place against the background of Britain's economic progress, and particularly of the improvement in our balance of payments and in the strength of sterling. Not only this House but the world outside recognizes the sharp contract of our position today with our position both in 1967 and in the previous negotiations from 1961 to 1963.

'These facts create a situation in which Government and Parliament can take their decisions in full confidence that on fair terms we can stand and profit by the far more competitive situation that entry into the Market implies. But equally they create a situation which leaves no one in doubt that should the negotiations not lead to acceptable terms for entry, Britain is and will be strong enough to stand on her own feet outside. This was the target – position of strength – I set for our economic policies when the House debated these matters in 1967.

Factors affecting entry

'The question of entry, what I have called the final decision, does not arise on this White Paper, nor indeed in the debate which will follow. It is in the light of the negotiations which are due to begin in the near future that this decision must be taken. The Government and the House, of course, will recognize that political as well as economic factors are involved. If, when the decision is to be taken, the disadvantages for Britain appear excessive in relation to the benefits for Britain which would flow from British entry, the Government clearly would not propose to Parliament that we should enter the Communities. If, on the other hand, the costs, after negotiations, appear acceptable in relation to the benefits, the Government will recommend entry.

'The Government will enter into negotiations resolutely, in good faith, mindful both of British interests and of the advantages of success in the negotiations to all the members of an enlarged community. We have made clear that if the negotiations produce acceptable conditions for British entry we believe that this will be adventageous for Britain, for Europe, and for Europe's voice in the world. Equally, we have made clear that if the conditions which emerge from the negotiations are in the Government's view not acceptable, we can rely on our own strength outside the Communities. But I repeat what I have said on a number of occasions in the House and outside that this outcome – a failure of the negotiations – would involve a cost for Britain, a cost for Europe, and a diminution of Europe's influence in world affairs.'

Discussion of the Prime Minister's statement is reported in Hansard, *cols.* 1084-1097.

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1969, but any later changes known to have come into operation are shown. 37*s.* 6*d.* (*by post* 39*s.*)

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Aviation and Shipping

Civil Aviation Research and Development Programme Board

MR. ROY MASON, President of the Board of Trade, in consultation with the Minister of Technology, has set up a Board to co-ordinate research and development work for civil aviation equipment, other than aircraft and engines.

The Board includes representatives from the Electronic Engineering Association, the Society of British Aerospace Companies Ltd., the national airlines, air corporations and the British Airports Authority; as well as senior officials from the Civil Aviation Department of the Board of Trade and the Ministry of Technology, and the Air Registration Board.

In securing this research in Government and in industry, the Board will take full account of the need to work to international requirements, thus opening up still further the important market existing for British aviation equipment.

One of the first concerns of the Board will be the development of equipment in support of the British Government's 'Mediator' plan for the national air traffic control system. This important safety development is just one of a number of major development tasks in the safety field which the Board will tackle.

The Board stems from recommendations made by a committee under the chairmanship of Sir Frederick Brundrett. This committee pointed to the need for a national focus on civil aviation and development, and for strengthening the Board of Trade's organization in this field. Supporting the new Board, therefore, will be the new Division of the Scientific Adviser (Civil Aviation), Board of Trade, under Mr. D. E. Morris.

The Programme Board held its first meeting on February 13, under the chairmanship of Mr. R. R. Goodison, Second Secretary, Board of Trade.

Notes:

Membership of the Civil Aviation Research and Development Programme Board is:

Chairman: Mr. R. R. Goodison, Second Secretary, Board of Trade.

Board of Trade: Scientific Adviser (Executive Officer for the Board), Mr. D. E. Morris; Controller, National Air Traffic Control Service, Mr. G. W. Stallibrass; Director-General, Safety and Operations, Gp. Capt. J. B. Veal; Chief Medical Officer, Dr. G. Bennett.

Ministry of Technology: Deputy Controller of Electronics (DCL), Mr. C. P. Fogg; Director-General of Civil Aircraft and General Services Research and Development (DG Civil), to be appointed: Under Secretary, Electronics and Guided Weapons Division (US/LGW), Mr. T. M. Wilson; Deputy Controller of Equipment (DCQ), AVM S. H. Bonser.

Industry: British Overseas Airways Corporation, Mr. C. Abel; British European Airways, Capt. E. W. Lowden; Air Registration Board, Mr. W. Tye; British Airports Authority, Mr. G. V. Hole; Society of British Aerospace Companies Ltd., Mr. J. T. Lidbury, Sir Richard Smeeton; Electronic Engineering Association, Dr. B. J. O'Kane, Capt. R. A. Villiers.

New 'Orsino' controller

CDR. R. H. H. BRUNNER is taking over as Weather Advisory Officer in charge of operations on 'Orsino,' the support ship of the trawler fleet north of Iceland. He relieves Cdr. C. P. Adams who has served on 'Orsino' for the past six weeks.

Cdr. Brunner is Inspector of Coastguards, North Western Division, stationed at Formby, Lancashire. He served as Weather Advisory Officer on 'Orsino' for three weeks last winter.

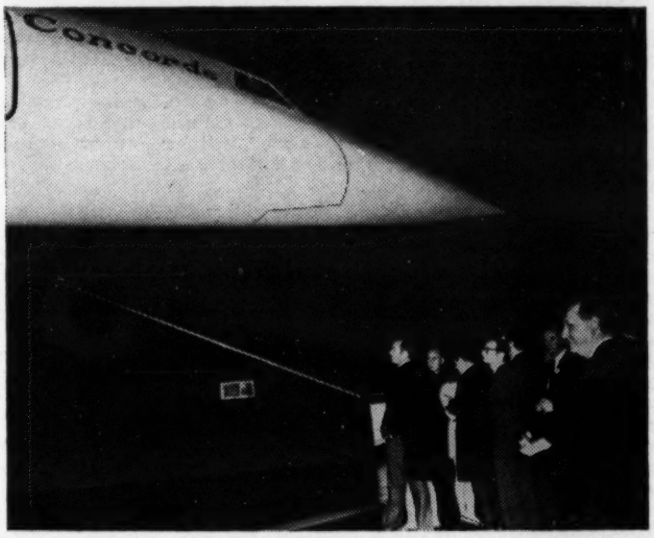
Mr. Wedgwood Benn speaks on 'Entente Concordiale'

'CONCORDE IS the largest and most complex advanced project in the world outside the Apollo programme' said Mr. Anthony Wedgwood Benn, Minister of Technology, speaking at a Concorde Presentation to World Airline representatives in Bristol on February 6.

'We shall hear a lot less about the technological gap when Concorde enters airline service across the Atlantic,' he predicted, 'For perhaps five years Americans coming to Europe supersonic will have to fly Anglo/French.

'And quite unlike the space programme it has a clear commercial objective and the eyes of those who are building it are firmly fixed on the customers – those world airlines that want to be first with supersonic services.'

Speaking of Anglo-French co-operation on the project, Mr. Wedgwood Benn said there was no British Concorde and French Concorde. 'Every part of each aircraft is identical, the product of the "Entente Cordiale" – or what I think one ought now to call the "Entente Concordiale,"' he said.



Two hundred business executives examined the implications of supersonic travel under the sponsorship of 'Time' magazine recently. The party came from all parts of the world on February 5 to Filton, Bristol, the British Aircraft Corporation's assembly plant, for Concorde. Executives from 27 major airlines and their related industries spent three days, during which they saw the scale Concorde passenger mock-up, pre-production model at Filton, and operational '002' at Fairford.

Light dues

THE BOARD OF TRADE are seeking authority to reduce from 9·45d. to 4·8d. per ton per voyage the light dues payable by visiting home-trade cruise ships calling at one or more ports in the United Kingdom, Isle of Man or Republic of Ireland for the sole purpose of disembarking passengers for visits ashore and for subsequent embarkation. A draft Order in Council was laid before Parliament on February 12.

It is hoped that this reduction, which is similar to that already accorded to visiting foreign-going cruise ships, would encourage more cruise ships to bring tourists to the United Kingdom with a resultant increase in the country's foreign exchange earnings and that, because of the increased number of ships calling here, no overall loss of light dues revenue would occur.

Notes

The draft Order in Council is laid under Section 5 of the Merchant Shipping (Mercantile Marine Fund) Act, 1898.

The term 'home-trade ship' includes every ship employed in trading or going within the limits of the United Kingdom, the Republic of Ireland, the Channel Islands, the Isle of Man and the continent of Europe between the River Elbe and Brest inclusive. The term 'foreign-going ship' refers to ships employed in trading or going between the United Kingdom or the Republic of Ireland and places beyond the above mentioned limits.

(Continued on next page)

Changes in the Mersey Channel collision rules

CHANGES IN THE RULES for shipping in the Mersey Channel to lessen the risk of collision came into operation on February 17. They include new day signals for vessels carrying explosives or petroleum spirit and for power-driven vessels when being towed or when towing or manoeuvring another vessel or attached to another vessel. They also declare the fairways of the River Mersey and buoyed approaches to be narrow channels for the purposes of provisions of the International Regulations which regulate the navigation of vessels in such Channels.

Following an application through the Board of Trade by the Mersey Docks and Harbour Board, an Order-in-Council has been made amending the Mersey Channel (Collision Rules) Order 1960 which concern the lights and signals to be carried and the steps for avoiding collision to be taken, by vessels navigating the River Mersey and the sea channels or approaches.

The changes take account of the International Regulations for Preventing Collisions at Sea 1960 (to which effect was given by the Collision Regulations (Ships and Seaplanes on the Water) and Signals of Distress (Ships) Order 1965 (S.I. 1965/1525)), and also the introduction of a new International Code of Signals.

Copies of 'The Mersey Channel (Collision Rules) (Amendment) Order 1970 (S.I. 1970 No. 160)' may be obtained from HMSO, price 9s. (1s. 1d. inclusive of postage).

United Kingdom/Jamaica air services discussions

DELEGATIONS OF THE Governments of Jamaica and the United Kingdom met in London from February 2 to February 10 for discussions about air services involving their respective territories.

Negotiations were successfully concluded for an Air Services Agreement between the two countries for the expansion and development of air services between and beyond them and agreed recommendations are being put to their respective governments for approval.

This will be the first formal bilateral air transport agreement between the two governments.

Notes:

The Jamaican delegation was led by Sir Neville Ashenheim, Minister without Portfolio in the Jamaican Cabinet and Leader of Government business in the Jamaican Senate. Mr. Goronwy Roberts, Minister of State, Board of Trade, led the United Kingdom delegation.

BOAC have operated services from the United Kingdom to Jamaica since the latter's independence under informal arrangements. The new agreement will cover these services and other existing and possible new services by both Jamaican and United Kingdom carriers.

The text of the Air Services Agreement will not be published until it has been approved and signed by the two governments.

Royal Humane Society awards to coastguards

TWO COASTGUARDS are to receive awards from the Royal Humane Society for saving life.

The Society's Testimonial on Vellum has been awarded to Station Officer William Pink of the Port Isaac Coastguard Station who saved a man on a cliff cut off by the tide. Mark Flower, an American citizen, was swimming off Hole Beach, Tintagel, Cornwall on October 9, 1969, when he got into difficulties. He was battered against the rocks and washed ashore. He managed to crawl into a cave in a 300 ft. high cliff but was cut off by the tide. He could not be reached by lifeboat and a helicopter could not fly close enough as there was a risk of catching its rotor blade on the cliff face. Station Officer Pink with five other rescuers made his way down the almost sheer face of the cliff to a narrow ledge about 40 ft. above the cave. Pink was lowered towards the cave, but the seas were so high that he could not get a footing and had to wait until the tide fell. He was then able to get to the man who, by this time, was unable to help himself. Pink wrapped him in blankets and roped him up so that he could be hauled up to the ledge and up to the top of the cliff on a stretcher. The operation took six hours and was completed in darkness.

The Royal Humane Society's Resuscitation Certificate has been awarded to Station Officer George Samual Timothy of Southend who saved the life of a 74-year-old man by mouth to mouth resuscitation. Auxiliary Coastguard Don Ronan, who received the BEM in the New Year's Honours List for his coastguard work, saw a body floating in the water by Southend Pier on October 16, 1969. He pulled the body out on to his boat and found that the man was unconscious, black in the face and not breathing. Station Officer Timothy took over and using the expired air method (mouth to mouth) succeeded in restoring life to the man.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

Tilbury Marine Office moves

THE Mercantile Marine Office at Tilbury will move from Terry Road, Tilbury, Essex, to Tilbury House, Calcutta Road, Tilbury, Essex. (Tel. 0375 82 3342/3, 4462/3 on March 2.

NATIONAL RESEARCH DEVELOPMENT CORPORATION

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance.

NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere.

NRDC is participating in joint ventures with industry on an increasing scale. By supporting projects NRDC makes it possible for individual firms or groups of companies to undertake and accelerate the development and production of new products and processes of national importance.

The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London, S.W.1, or by telephoning 01-828 3400.

Parliamentary Answers on aviation and shipping

MONDAY, FEBRUARY 9

North London air traffic control

Asked why he had not published his department's report on air navigational requirements in the North London complex, Mr. Goronwy Roberts, Minister of State, Board of Trade, said: 'The Study Panel set up to examine air traffic control problems in the airspace north of London was a departmental one. As I explained in the House on January 27 its report was internal and is not intended for publication.

'Proposals for new arrangements for the Luton airspace have been sent to the Civil Aviation Control Advisory Committee, which includes representatives of all major user interests, for discussion next month.'

Aldergrove Airport

Mr. Roberts reported that a statement on the Board of Trade's plans in relation to Aldergrove Airport would be made as soon as the current discussions and consultations about improvements to the main runway had been completed.

TUESDAY, FEBRUARY 10

Mr. Roberts, in reply to a Member's question, said that the average age of the members of the Air Transport Licensing Board was 68.

Air misses

A Member asked how many near mid-air collisions had occurred over the United Kingdom in each of the years from 1963; and how many of these had involved civil airliners.

Mr. Roberts gave the following figures concerning total air misses reported involving civil aircraft and assessed as involving actual risk over the years 1963-1969. The table also shows the numbers in these totals where public transport aircraft were concerned.

Year	Column A Total Reports Concerning Civil Aircraft	Column B No. in Column B Concerning Public Transport Aircraft
1963	6	2
1964	11	7
1965	9	3
1966	13	9
1967	20	5
1968	9	5
1969	17†	3†
	85	34

†The 1969 figures should be regarded as preliminary. All reports from the year ending December 31, 1969 have not yet been analyzed by the Air Miss Working Group to assess if any degree of risk existed and, if so, to what extent.

Beagle Aircraft

A Member asked whether any report and accounts of Beagle Aircraft Ltd. for a period since its acquisition by HM Government had been filed with the Registrar of Companies. Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said that the company, which was incorporated in July 1968, had not yet filed a report and accounts.

Navigational equipment requirements

Asked if he would now make amendments in light aircraft navigational equipment requirements, Mr. Roberts replied that the requirements which the Department was currently considering for the carriage of navigational equipment would not be directed towards light aircraft as such but would apply to any aircraft desiring to operate in specified parts of the United Kingdom air space. An announcement would be made as soon as consultations with users had reached the stage when final decisions could be taken about dates for implementation.

WEDNESDAY, FEBRUARY 11

Glasgow-Stavanger air fare

A Member asked what representations had been made to the International Air Transport Association to secure a £25 fare Glasgow-Stavanger in place of their present intention to calculate the minimum fare as though the journey were via London. Mr. Roberts answered: 'None, Sir. It is for the airline to seek a lower fare through the International Air Transport Association machinery in the first instance.'

Air miss over Wallasey

Mr. Roberts was asked to publish a full report of the findings of the inquiry into the near collision of two aircraft over Wallasey on Thursday, February 5; and how long he expected the inquiry to take. He replied: 'The Air Miss reporting system is based on reports being submitted voluntarily and being treated confidentially. It is therefore not the practice to publish details of particular inquiries since to do so could inhibit the full and frank flow of information on which safety in this field depends.

'I should however like to assure the hon. Member that the incident is being fully investigated and that if any special remedial measures are called for, they will be put in hand without delay and I will inform the hon. Member.

'I cannot yet say when the Air Miss Working Group will complete their consideration.'

Smoke pollution caused by aircraft

Answering a request for a statement regarding plans to investigate the possibility of setting up an inquiry into smoke pollution caused by aircraft flying on the glide path into London Airport, Mr. Roberts said measurement procedures had been determined for an investigation and suitable locations for the apparatus had been established. It was hoped that measurement tests would commence within six to eight weeks.

Jumbo-Jet aircraft and safety precautions

Asked if HM Government were fully satisfied that all proper precautions had been carried out on the coming into service of the jumbo-jet, Lord Beswick said: 'It is never advisable to declare oneself fully satisfied, especially when the subject is aviation safety. This new aircraft type poses certain special problems, but I believe that all reasonable precautions have been taken.'

THURSDAY, FEBRUARY 12

Allocation of lifeboats

A Member asked if legislation would be introduced to ensure that before a lifeboat was allocated to a station the volunteer crew is given the opportunity to examine and test it or a similar boat and that a boat of a type or design of which the crew did not approve would not be allocated. Mr. Roberts replied: 'No. Questions concerning the allocation of lifeboats to particular stations are best dealt with, as the Royal National Life-boat Institution does now, by full and frank consultation between all concerned.'

Merchant Navy establishment scheme

Mr. Roberts was asked how many merchant seamen were dealt with under the disciplinary procedures of the Merchant Navy Establishment Scheme in 1968 and 1969, respectively; how many officers were involved; and what were the penalties imposed. He said the application of the disciplinary procedures of the Merchant Navy Established Service Scheme was an industrial matter which was dealt with by the British Shipping Federation in conjunction with the appropriate seafarers organization. The Federation, which managed the Scheme, had undertaken to furnish the required information.

A further question concerned the number of merchant seamen registered with the Merchant Navy Established Service Scheme; and what proportion this number represented of the total number of men on the register of the Registrar General of Shipping and Seamen. Mr. Roberts said he understood that the number of merchant seamen registered under the Scheme as at December 31, 1969 was approximately 85,000. This represented about 86 per cent of those on the register of the Registrar General at that date.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices ". . . *essential statistical data on the really important aspects of this country's trade . . . in exceedingly convenient form.*" – *The Times*

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HMSO

Parliamentary Answers

FRIDAY, FEBRUARY 6

Value of Stocks in manufacturing industry

Mr. Alan Williams, Joint Parliamentary Secretary, Ministry of Technology, replying to a Member's question, said that the value of the physical increase in the stocks of manufacturing industry at 1963 prices in the first three quarters of 1964, and the comparable figure for 1969 were £307 million and £153 million, respectively.

MONDAY, FEBRUARY 9

Trade Descriptions Act

Answering questions on the Trade Descriptions Act, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said that all the notices of intended prosecutions under the Trade Descriptions Act 1968, lodged with the Board in accordance with the provisions of section 30 of this Act, identified the section of the Act under which the enforcement authority proposed to proceed.

Mrs. Dunwoody also confirmed that the Board of Trade maintained files on each case brought, or notified as a potential candidate for prosecution, under the Trade Descriptions Act. Further information was obtained by voluntary reports from the notifying authorities on the outcome of each case.

Notices of proceedings for notifiable offences received at the end of January 1970 totalled 1,411. 775 cases related to section 1, 523 to section 11, 111 to section 14, and 2 to section 42.

The Parliamentary Secretary was asked for what goods her department had received representations that they should bear compulsory labelling under section 8 of the Trade Descriptions Act 1968; and what goods had been nominated as candidates for compulsory labelling. Mrs. Dunwoody answered: 'Footwear; pet foods; clothing (care labelling); clothing (fibre content); sheets; furnishing fabrics; motor tyres; electric light bulbs; fire extinguishers; and smokeless fuel. All but the first three are still under consideration.'

Replying also to the question asking what terms used in description of services, accommodation and facilities had been represented as candidates for definition under section 15 of the Trade Descriptions Act 1968, and what terms were being considered, Mrs. Dunwoody said: 'Naturist and certain related terms; taxi; and private hire-car. The last two are receiving preliminary consideration.'

Local weights and measures authorities were not required to inform the Board of their intention to prosecute before or after receiving from the appropriate control authority permission to proceed to court, said Mrs. Dunwoody, in reply to another query, and the Board had no reason to invite such information.

Team Valley Trading Estate

Asked how much land remained available for further building on the Team Valley Estate; what was the area at present being negotiated with prospective tenants; and what increased activities were being put in hand to find tenants for land and services which remain available, Mr. Eric Varley, Minister of State, Ministry of Technology, said that excluding land reserved for the extension of existing factories, 174 acres of land were available for factory building, including 7 acres under negotiation with prospective tenants; the Ministry would continue to draw the attention of industrialists to the available land.

United Kingdom exports

A Member asked what was Great Britain's percentage share of world visible exports in 1969; and what was the comparable figure for each year since 1963.

Mrs. Dunwoody gave the following information:

United Kingdom percentage share in exports of manufactures by the main manufacturing countries†

1963	*15*
1964	*14*
1965	*14*
1966	*13*
1967	*12*
1968	*12*
First three quarters 1969	11 (P)

(†) United Kingdom, United States, Canada, Japan, EEC 6 countries, Sweden and Switzerland.
(P) Provisional

Part of the reduction between 1967 and 1968 was due to the fall in United Kingdom prices expressed in dollar terms, resulting from devaluation.

New jobs in Gateshead and Northern Region

Replying to a request to list separately the number of new jobs made available in the county borough of Gateshead and the Northern Region in each of the years from 1963 to 1969, Mr. Varley gave the following table:

Industrial Building completed for manufacturing industry† Estimated additional employment‡

			Gateshead Employment Exchange Area (included in the Northern Region)	
	Males	Total	Males	Total
1963	3,160	5,250	730‖	1,540‖
1964	4,920	8,350		
1965	9,470	14,150	230	240
1966	11,290	15,080	2,410	2,510
1967	7,530	10,810	440	600
1968	8,930	14,060	240	330
1969 (Jan. to June)¶	3,500	4,640	320	540

Notes
† New buildings and extensions over 500 sq. ft. for which industrial development certificates were issued.
‡ Employment expected to arise when projects are fully manned, as estimated by the applicants for the certificates.
§ Gateshead CB (wholly), Whickham UDC (mainly) and a part of Chester-le-Street RDC.
‖ Owing to the risk of disclosure of individual schemes, figures for separate years cannot be given.
¶ As known at December 31, 1969.

TUESDAY, FEBRUARY 10

Industrial development

Mr. Varley answered questions on industrial development in Scotland, the Nuncaton and Bedworth areas and on development areas of the United Kingdom.

WEDNESDAY, FEBRUARY 11

Holidays abroad

Mrs. Dunwoody was asked to estimate the number of people who went abroad on holiday in the years 1959, 1964 and the latest convenient year, and said that these were about 3½, 5 and 6½ million in 1959, 1964 and 1969 respectively.

Handley Page

Referring to the concern of many shareholders of Handley Page with the circumstances in which a receiver was appointed to Handley Page and with the terms and conditions of agreement reached with Craven Corporation of St. Louis, United States, a Member asked if a public inquiry would be held. 'No, Sir,' said Mrs. Dunwoody. 'I do not think that a public inquiry would be justified.'

Manufacturing industry's stocks

Mr. Alan Williams, Joint Parliamentary Secretary, Ministry of Technology, was asked what was the ratio between the stocks held by manufacturing industry and its output; and what was this ratio at the same time, in each of the last 10 years. He gave the following information:

RATIO OF MANUFACTURERS' STOCKS TO MANUFACTURING OUTPUT

Stocks at end of quarter at constant (1963) prices, seasonally adjusted.
Output in quarter (with 1963 net output weights), seasonally adjusted.
Fourth quarter, 1962 ratio = 100.

1959	Third	quarter	93.0
1960	,,	,,	93.8
1961	,,	,,	98.9
1962	,,	,,	98.7
1963	,,	,,	94.0
1964	,,	,,	94.1
1965	,,	,,	95.9
1966	,,	,,	96.1
1967	,,	,,	97.3
1968	,,	,,	89.3
1969	,,	,,	88.2

New paper prices

Mr. Roy Mason, President of the Board of Trade, was asked to give an undertaking, notwithstanding the recommendations contained in Command Paper No. 4277, that he would not intervene to prevent the proprietors of the *Daily Telegraph* newspaper from increasing the price of that newspaper by 2d. per copy or any greater or lesser amount which might seem to them, in the light of their knowledge of the industry, to be appropriate. He replied: 'The increase proposed by the *Telegraph* was a maximum of 2d. up to the end of 1971. The NBPI's assessment, which the Government have accepted, related to the extent of which price increases would be justified in 1970.'

Dollar Land Holdings Ltd.

Mrs. Dunwoody was asked on what date the President met representatives of the shareholders of Dollar Land Holdings Limited when they made charges against the board of directors of this company; and what action he took then, and now intends to take, regarding this company. She answered that representatives of shareholders of Dollar Land Holdings discussed with officials of the Board of Trade on January 7 a proposal to submit a formal request for the appointment of an Inspector under S165(b) of the Companies Act, 1948, to investigate the affairs of the company. The formal request was received on February 10 and would be considered as quickly as possible.

Imports of Chinese butter

One hundred and forty-nine tons of butter were imported from China during 1969, Mrs. Dunwoody told a Member.

Percentage increase of United Kingdom exports

Answering a Member's question, Mrs. Dunwoody said there was a 15 per cent increase of total United Kingdom exports, excluding exports to Commonwealth countries and South Africa, in 1969 compared with 1968.

Debate on motor industry

Mr. Anthony Wedgwood Benn, Minister of Technology spoke in the debate on the motor industry, on the industry as a regulator of the economy, on hire purchase restrictions and on the general level of taxation in the motor industry.

New Books

The publications of the UNCTAD/GATT International Trade Centre are intended to assist in the primary task of the Centre of aiding developing countries to establish export promotion services. Many of these publications, however, will be of interest to a much wider audience. Among the Centre's recent publications **A Guide to Sources of Information on Foreign Trade Regulations.** (119 pages. International Trade Centre UNCTAD/GATT, Palais des Nations, 1211 Geneva 10, Switzerland. Swiss Francs 21) is one that will be particularly useful. It is an exhaustive bibliography of publications which contain information on the laws and regulations which govern international trade. These include such items as customs duties, border taxes, excise taxes, quotas, licences, product standards, health regulations, administrative formalities and so on. After a short introductory section devoted to publications of international organizations and other publications with international coverage, the main body of the book comprises sections devoted to individual countries. In each of these are given full particulars of all the publications (official and non-official) which contain information on these subjects. For many countries the names and addresses of official agencies concerned with trade regulations are also given. **The Role of the Freight Forwarder in Developing Countries.** (139 pages. Swiss Francs 21) is one of a series of handbooks on export procedures that the Centre is publishing. As well as a straight-forward account of the way in which forwarding agents can assist traders, and an account of how this is being affected by changes in transportation techniques, the book is noteworthy for the 50-page annotated bibliography of the subject that it contains. Also included are a directory of some 36 international organizations connected with forwarding and transport, and full information on the aims, membership, working committees and publications of the International Federation of Forwarding Agents' Associations. **Western European Markets for Frozen Foods.** (230 pages, Swiss Francs 21) is a straightforward market survey, similar to a number of others that the Centre has published. It contains detailed surveys of the market in the United Kingdom, Western Germany and France, with summarized information for other western European countries. **Multinational Product Promotion.** (107 pages. Swiss Francs 21) is concerned with the efforts that have been made to stimulate consumer demand for various commodities through joint action by countries having a substantial export interest in a product. It is useful for the information that it contains on the organization and activities of the World Coffee Promotion Committee, the International Olive Oil Council, the International Wool Secretariat, the International Institute for Cotton, and the various Tea Councils.

Brazil: a Survey for Businessmen. (36 pages. London Chamber of Commerce, 69 Cannon Street, London EC4. 20s.) This is the latest report in a series of surveys of major markets overseas issued by the London Chamber of Commerce. The current survey was published as a result of a mission undertaken by the Chamber's Latin American Section between September and October 1969. It surveys some aspects of the Brazilian economy, which it illustrates with statistics in one of the appendices. A section on 'Aspects of Trade' reviews Anglo-Brazilian trade since 1966, examines the factors which affect trading in Brazil and reiterates those factors which should be borne in mind by companies seeking to do business in the country. Opportunities for business in various industrial sectors are also examined. Statistical tables describing all aspects of the economy such as, gross national product, gross domestic product, national income and expenditure, industrial production, foreign trade and the United Kingdom's trade with Brazil are given in appendices.

Marketing and Higher Management, by Esmond Pearce. *Unwin Professional Management Library.* (250 pages. Allen & Unwin £3 10s.) 'The purpose of the marketing function in industry is to aid the management of a company to secure the most profitable use of its resources. Marketing is therefore, fundamentally, an instrument of management.' – *Introduction.* The two principal objectives of *Marketing and Management* are: to provide higher management with a better understanding of the marketing function and of the policy decisions which have to be made for its effective deployment at top level; to provide the marketing practitioner with a broader view of his own particular role in relation to the company's overall profit-making activities. Emphasis is placed on the essential part that must be played by the top management team in directing the tools and techniques of marketing towards the real aim of continually securing the most profitable use of the company's resources. The tools and techniques themselves are only discussed in so far as they are relevant to this overall responsibility. The author is one of the pioneers of the modern marketing concept in industry and was responsible for the formation of the Marketing Division of PA Management Consultants Ltd. in 1953. **Company Organization: Theory and Practice,** by M. C. Barnes, A. H. Fogg, C. N. Stephens and L. G. Titman. (235 pages. Allen & Unwin. £3 10s.) is published in the same series and is written by members of the Consultant Training Department of PA Management Consultants Ltd. The authors maintain that cut and dried solutions to management problems are inappropriate and that every set of circumstances requires a unique synthesis of experience and relevant theories. Preparation for such a synthesis would normally entail a long study of several hundred books, and it is this task which the authors have sought to lessen by reviewing the main texts and theories of organization for the reader who might not otherwise undertake to read them. *Company Organization* is divided into four main parts. Part A covers the history of the subject and describes the main approaches to it – including the 'classical' approach, the 'human relations' approach, and the 'systems' approach. In Part B the authors examine the main concepts upon which the various theories have been built. In Part C they discuss the individuals and their effect on organizations. Finally, Part D sets out some practical guide lines on organizational structure. The two appendices include a glossary and a bibliography.

The Guide to Franchising, by M. Mendelsohn. (88 pages. Pergamon Press. Hard cover 25s.; flexi-cover 15s.) Franchising is the name now adopted by business people to cover any type of transaction whereby one party grants rights to another to copy something. As a business method it has developed out of a number of practices which have been common and well known for many years. Four examples of successful United Kingdom franchises are given to demonstrate franchising in action. The examples are taken from the retailing and service industries which are particularly vulnerable to shortages of skilled reliable managerial staff and to local shortages of unskilled staff. These four cases demonstrate how franchising can overcome these problems by lifting the burden from the centralized organization (the franchisor), and placing it upon the local man (the franchisee) who has local connections. An analysis in depth is not attempted. This book aims rather to provide a quick ready reference guide to basic principles by analysing what are the component parts of any given situation which make it susceptible to franchise agreements.

Industrial Relations in Britain: a Guide for Management and Unions, edited by W. E. J. McCarhy. (151 pages. Lyon Grant and Green. £1 15s. cloth bound; 22s. 6d. limp cover.) This is a time when the British system of industrial relations is under increasing attack. The authors of this book show that the system itself is passing through a period of unprecedented change. New methods of collective bargaining have developed; many important trade union mergers have taken place; employers' associations have undertaken new functions and responsibilities. Most important of all, perhaps, the Government has felt it necessary to take an increasingly active part in the day to day running of the system. This book, which is an Administrative Staff College publication, is intended to provide a short guide to all these developments. It deals, primarily, with affairs in the United Kingdom, but many of the authors' observations have implications for other systems throughout the Western world. The Administrative Staff College has also recently issued **Design in Industry,** by G. F. Evans-Vaughan. (19 pages. The Administrative Staff College, Henley-on-Thames. 7s. 6d.) This paper, which is number 5 in the *College Papers* series, was originally prepared as an introduction to one of the studies undertaken at the college. Its form and content were to a large extent determined by this purpose.

Economic Forecasts and Expectations: Analyses of Forecasting Behaviour and Performance, edited by Jacob Mincer. *Studies in Business Cycles No. 19.* (270 pages. Published by the National Bureau of Economic Research, New York. Distributed by Columbia University Press. £4 10s.) The studies in this volume were underaken in the basic belief that a proper understanding of how the economy functions is not possible without a knowledge of the formation of economic expectations and their accuracy. The five essays deal with recorded expectations and forecasting data, which provides an opportunity for substantive and methodological inquiry into the basic questions concerning the formation and accuracy of economic expectations.

REPORTS ON SCIENCE ABROAD

Some Developments in Photovoltaic Power, by H. K. Bourne. 5 pages. *UKSM Report No.* 69/84. This report describes some developments in photovoltaic power sources for space applications. Most sources have an output of about 10 to 11 lb., but some new developments will result in a doubling or trebling of this output.

The Fourth Intersociety Energy Conversion Engineering Conference. Part II – Electrochemical Power, by M. D. Ashton. 8 pages. *UKSM Report No.* 69/69. This is the second report summarizing some aspects of the Fourth Intersociety Energy Conversion Engineering Conference, which was held in Washington D.C. from September 22-26, 1967. During four sessions concerned with electrochemical power, papers were presented dealing with new developments in low, medium and high temperature cells, particularly organic electrolyte cells, nickel-cadmium cells and hydrogen-air or hydrogen-oxygen fuel cells.

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ON VIEW DAY PRIOR TO SALE.
CATALOGUES FROM AUCTIONEERS.

Hamilton, February, 1970. Tel. No. Hamilton 23063.

Government surplus sales by auction

MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
February 24	Vehicles, industrial equipment and miscellaneous stores	Ordnance Sub-Depot Barlow, Nr. Selby, Yorks.	Bartle & Son (Dept. L), 52 Merrion Street, Leeds, LS3 8JH. (Tel. 1532 20898.)

Land Rovers; Austin and Thames vans; personnel carriers; two-wheeled trailers; diesel and electric fork lift trucks; pallet transporter; drilling and grinding machines; charging plant; welding plant; compressors; transporting and lifting equipment; guillotines and shearing machines; industrials tractors; degreasing plant; hand cranes and runways; washing plant; cable; tyres; electrical, signal and wireless equipment; tool kits and hand tools; household and kitchen equipment; hydraulic and screw jacks; binoculars; wrist watches; ironmongery; steel and wooden boxes; buckets, etc.; TEXTILES: tents; canvas; canvas packs; haversacks; carpets; curtains; groundsheets; kit bags; camp equipment; CLOTHING: greatcoats; raincoats; battledress; shirts; jerseys; boots; shoes, etc.; HOUSEHOLD AND OFFICE FURNITURE: chairs; tables; wardrobes; lockers; chests of drawers; desks; beds, etc., and a large assortment of miscellaneous stores.

March 3 & 4	Vehicles, miscellaneous stores	Ordnance storage and disposal Depot, Branston, Staffs.	Arnold & Son (Dept. L), 'Modwena House,' 13 Market Place, Burton-on-Trent. (Tel. 4657.)

Earth moving and crane equipment; conversion sets and spares; trailers and trailer mounted welders and workshops; aircraft ground equipment and components including trolleys; vehicles spares, including large quantity of Ford spares; 8-20 gall. electrically heated water urns; steel canisters; miscellaneous electrical and electronic components including electronic valves; fork lift trucks; machine tools including centre and capstan lathes; milling, shaping, bending, drilling, tapping and lapping machines; woodworking machinery; power hacksaw; forges; hand tools; cylindrical and tool grinding machines, etc.; electric motors; wooden boxes: CLOTHING: vests; drawers; greatcoats; tunics: trousers; blue berets; fleece lining for raincoats; FURNITURE: household and office chairs; sideboards; cabinets; dining tables and chairs; easy chairs; chests of drawers; writing bureaux; TEXTILES: various coloured cloth; carpets and mats; manila and sisal rope, etc.; large quantities of miscellaneous general stores.

March 12	Vehicles, miscellaneous stores	The County Hall, Botchergate, Carlisle	Harrison & Hetherington Ltd. (Dept. L), Botchergate, Carlisle. (Tel. 26292).

Land Rovers; Bedford Utilabrakes; Neals mobile crane; Austin K2 vans; Bedford fire tenders; Morris equipment can; Ford 'Snogo' rotary ploughs; Mack trucks with Atkinson grit spreaders; electrical equipment including, resistance units; transformers; amplifiers; rectifiers, etc.; aircraft equipment; rack assemblies; radio receivers; various paints; electronic valves; sirens and autowailers; haversacks; canvas packs; battledress trousers and blouses; jackets; greatcoats; sewing machines; heavy duty sanders; electric motors; valve grinders; bench grinder; presses; and large quantities of miscellaneous stores.

March 17-20	Road making equipment, commercial and private vehicles	Ordnance Storage and Disposal Depot, Ruddington, Notts.	Walker Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).

Excavators and angledozers; Caterpillar tractors; hydraulic tippers; dumpers; tankers; refueller trailers; cranes; workshop vans; coaches; ambulances; utility vans; Land Rovers; saloon and estate cars, etc.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior and up to dates of sales, price 1s. 0d. (postal order only).

MINISTRY OF PUBLIC BUILDING AND WORKS

1970	Description of Goods	Location	Auctioneers
March 3	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford & Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: Price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the date specified.

Number	Grantee	Subject-Matter
	January 19, 1970	
827,148	'Patelhold' Patentverwertungs -& Elektro-Holding A.-G.	Electronic tubes
852,616	Union Special Machine Company	Sewing machines
941,409	Union special Machine Company	Automatically controlled sewing apparatus
941,410	Union special Machine Company	Automatically controlled sewing apparatus
949,975	Brown Boveri & Company Limited	Thrust bearings
1,015,272	'Patelhold' Patentverwertungs -& Elektro-Holding A.-G.	Incandescent cathode for electronic values and process for producing same
1,030,840	Glaenzer Spicer Societe Anonyme	Detachable connection means between a flexible tube and a rigid part
1,034,577	Filatures et Tissages F & Th-Frey	Plate having apertures for the passage of the roving at the outlet of fly-frames
1,039,818	Compagnie Generale d' & Electricite	Improvements in stationery electro-magnetic induction apparatus
1,052,039	Boxfolida Ltd.	A new or improved container adapted to contain packets and the like
1,101,870	Georg Worle	Sealing bodies for sealing apertures in piping carrying fluid under pressure and to applications thereof
1,124,260	Chemokemplex Vegyipari Gep - es Berendezes Export, Import Vallolat	Lubricating oils
	January 22, 1970	
1,026,797	The Dow Chemical Company	Coasting shaped articles of alkenyl aromatic resins
	January 23, 1970	
847,987	Herbert Schmidt	Machines for making brush or like bodies
864,776	Societe Alsacienne de Constructions Atomiques de Telecommunications et d'Electronique 'Alcatel'	Servo-resolver apparatus for effecting co-ordinate conversions
885,128	GAF Corporation	Improvements relating to photopolymerization of vinyl monomers
893,304	GAF Corporation	Photopolymerization of monomers containing the $CH_2 = C$ grouping
96,390	Societe Alsacienne de Constructions Atomiques de Telecommunications et d'Electronique 'Alcatel'	Electrical systems for transmission o information to distance

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for the cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

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Lindustries Limited

Highlights from the Statement of the Chairman, Mr. W. E. Luke, and from the 1969 Accounts.

- Group profits have risen, although as a result of the acquisition in July 1968 of the Warne company (Rubber division) they have to service a larger equity shareholding.
- The turnover of the Engineering division increased by £1,700,000 but margins were reduced and its profit rose only by £40,000.
- The profits in the Rubber division were adversely affected by the closure of a loss-making subsidiary and by increased depreciation charges. Furthermore, the unexpectedly steep rise in the price of raw rubber came at a time when competition in the field of certain rubber products increased in severity.
- The Textile division, despite erratic conditions in the trade, achieved an overall increase of 23% in profit. It is the intention to develop a sizeable expansion in our textile activities over the next two years by the erection of a new factory in the Republic of Ireland, which should in time add noticeably to the division's profits.
- The decline in profits of the Overseas division was entirely due to the absence of any profit from Delanair, the Texas subsidiary, which had run into serious difficulties and was sold in September 1969. This means that the profits of the division will be less significant in future years.
- Unless general trading conditions become more favourable, any change in profits in the current year is expected to be only marginal. Profits should resume their advance in future years when new plant, installed mostly in the Engineering division —at considerable capital cost—goes into full production.

	1969 £	*1968 £
Sales	31,477,383	*27,171,543*
Earnings		
Trading profit (incl. interest)	2,849,794	*2,663,915*
Profit after tax attributable to Lindustries Ltd.	1,391,501	*1,364,405*
Earned for ordinary shares	1,270,501	*1,243,405*
Retained in the business	309,007	*415,187*
Ordinary dividends	860,703	*776,056*
Assets		
Fixed assets and trade investments	10,035,575	*9,651,862*
Net current assets	9,391,494	*9,639,501*
Net tangible assets	18,987,721	*18,923,725*
Net tangible assets attributable to ordinary share capital	13,765,731	*13,593,625*
Net asset value per 5/- ordinary share	15/2d.	*15/-d*
Divisional trading profits		
Engineering	1,481,210	*1,442,799*
Rubber	450,597	*129,899*
Textile	583,387	*473,815*
Overseas	270,470	*470,149*
Interest	64,130	*147,253*
	£2,849,794	*£2,663,915*

* Includes Rubber division from 23 July 1968 only.

The total dividend for the year proposed on the Ordinary Shares is 19% (1968: 18.63%). A.G.M.: 12 March 1970. Dividends 20 March—Ordinary final 13%. Preferred Ordinary final 3%.

Report from Secretary, 100 Brompton Road, London, SW3.

Mr. Kenneth Dick (centre), chairman of BNEC Committee for Middle East Trade (Comet) at a press briefing on February 2 to launch the report of the Comet Trade Mission to Iraq. The report covers the visit last October by Kenneth Dick, chairman of Comet and the Mitchell Cotts Group; the Earl of Limerick, Comet deputy chairman and a director of Kleinwort Benson Limited; R. L. Fitt, a member of Comet and a partner in Sir Alexander Gibb and Partners; C. M. Jarvis, deputy chairman of the British Agricultural Export Council; and H. M. Thomson, executive secretary of Comet. Mr. Dick said 'Britain's share of Iraqi imports has fallen from 31 per cent to 9.23 per cent over the last 10 years. A serious effort must be made to regain a sizeable share of this market.'

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise.

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
	26,826		21,757	20,125	20,125	11,372	4,916	1,055	1,020	944	1,752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	642	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	117	400	262	49	45
1966	110	113	122	120	107	100	124	128	113	128	125	241	147	19	6
1967	112	114	126	126	110	101	133	124	121	138	143	169	–39	10	11
1968	115	120	135	134	112	104	138	128	134	146	143	160	–47	75	95
1969						103									37
1967															
4th quarter	112	116	129	129	112	104	132	120	118	139	147	76	–30	22	2
1968															
1st quarter	115	118	133	134	114	105	137	120	130	146	147	–74	–100	5	49
2nd quarter	113	119	133	131	109	102	135	120	125	149	144	61	24	22	1
3rd quarter	115	120	135	135	112	103	137	128	133	145	139	40	7	10	5
4th quarter	118	122	138	138	113	104	144	144	146	144	141	133	23	38	40
1969															
1st quarter	115	122	140	138	111	102	131	121	128	138	136	117	120	–11	13
2nd quarter	115	124	139	141	112	104	133	135	136	131	130	52	32	– 8	– 3
3rd quarter	117	123	141	143	113	103	137	142	142	133	132	–19	–30	–14	– 1
4th quarter						103									28
1969															
August		123				105									
September		122				103									
October		121 p				103									
November		124 p				104									
December						103									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1963 prices	at 1958 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,983	1963 4,211	series in £ million
1964	119	124	107·0	3·3	103·9	101·9	148·6	361	221	24,566	114	105	–381
1965	123	121	112·1	4·8	106·8	104·6	157·9	309	265	24,785	115	112	– 50
1966	118	105	116·5	3·9	110·2	107·3	168·5	325	254	24,834	119	120	64
1967	108	114	119·4	2·5	108·4	108·2	175·3	515	175	24,476	129	119	–283
1698	108	129	125·0	4·7	120·5	112·4	187·3	543	189	24,319	158	147	–265
1969			131·8	5·4	125·0 p	115·9 p	197·2	538	200		167	167	
1967													
3rd quarter	112	105	119·0	1·7	107·1	108·4	177·3	555	163	24 502	125	120	18
4th quarter	108	114	120·4	2·1	114·5	109·2	179·7	538	182	24,395	137	109	–255
1968													
1st quarter	107	117	122·1	3·0	122·9	111·4	184·8	511	184	24,362	156	142	– 91
2nd quarter	104	125	125·0	4·5	119·5	112·5	185·8	550	180	24,313	155	139	–101
3rd quarter	104	129	125·7	5·6	119·3	112·8	187·7	580	182	24,293	161	151	– 7
4th quarter	107	129	127·2	5·9	120·4	113·1	191·0	533	210	24,309	163	155	– 66
1969													
1st quarter	111	133	129·7	6·2	122·3	114·1	194·6	499	206	24,324	163	155	26
2nd quarter	119	131	131·8	5·4	124·2	115·1	195·4	527	195		169	163	65
3rd quarter	116	131 p	132·0	5·0	126·1	116·5	197·5	581	192		167	174	141
4th quarter			133·7	5·1	127·3 p	117·9 p	201·1	545	207		169	177	
1969													
July	115	132 p	132·1	5·3	124·8	116·0	196·7	577	186		171	164	
August	115	132 p	131·8	4·9	127·0	116·4	197·2	585	192		166	180	
September	116	131 p	132·2	5·1	126·4	117·0	198·5	580	199		166	177	
October	118 p	129 p	133·2	5·4	125·9	117·5	198·7	555	202		169	177	
November	120 p	124 p	133·5	5·4	127·5	117·9	200·3	536	206		168	178	
December			134·4	4·7	128·4 p	118·4 p	204·4	545	214		169	176	
1970													
January					128·5 p	118·8 p		530	206				

† Not seasonally adjusted.

WHOLESALE PRICE INDEX NUMBERS

Further increase in output prices in January

THE PROVISIONAL price index for home sales of manufactured products rose almost ½ per cent in January, about the same rate as in November and December. The increase of nearly 1½ per cent in the last three months is a little more than that during the previous three months, which amounted to 1 per cent. About half the increase in January was due to higher prices for food products.

There was little further change in January in the price index for basic materials and fuel used in manufacturing industry, following the relatively sharp increases in recent months. The index for basic materials fell slightly, but the index for fuel rose 1 per cent due to a mid-month increase in coal prices, resulting in a slight rise in the combined index. Higher prices for a number of commodities other than coal were offset by reductions in copper and nickel prices.

Basic materials and fuel used in broad sections of industry (Table 1)

Provisional index numbers for all broad sectors rose in January. The steel sector, as a heavy fuel user, was particularly affected by higher prices for coal and coke, which accounted for about half the rise in the index of 1½ per cent. The index for the paper industries also rose 1½ per cent, mainly due to higher prices for woodpulp. There was a rise of ½ per cent in the index for the textile industries, about half attributable to higher prices for fuel and for chemical woodpulp. The index was still less than a year ago, however. Index numbers for other sectors rose ½ per cent or less in January. They were little affected by the higher fuel prices, except in the chemicals and allied industries, where these accounted for the whole of the rise of ½ per cent.

Output of broad sectors of industry – home sales (Table 2)

While output price index numbers for all sectors rose in January, the increase was under ½ per cent except for three sectors. These included the food manufacturing industries, where the index rose 1 per cent due to higher prices for bread and flour confectionery. This index has risen 3½ per cent in the last six months. The index for the paper industries rose 1½ per cent; for this index the rate of increase has also been relatively fast in the last six months, amounting to 4 per cent. In the timber industries, also, there was a fairly marked increase in prices in January and the index rose nearly 1 per cent.

Table 1. Price Index numbers of materials purchased 1963 = 100

1968 SIC		1968	1969				1969								1970
		4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr. p	Jan.	June	July	Aug.	Sept.	Oct.	Nov.	Dec. p	Jan. p
	MATERIALS PURCHASED BY MANUFACTURING INDUSTRY														
Orders III to XIX	Basic materials and fuel used in manufacturing industry:	118·3	119·6	120·3	121·4	124·1	119·7	120·8	120·5	121·7	122·0	122·8	124·4	125·2	125·3
	Basic materials	118·0	119·6	120·5	121·8	124·7	119·7	121·0	120·7	122·2	122·4	123·2	124·9	125·9	125·8
	†Fuel	119·9	119·9	119·8	119·8	120·9	119·9	119·8	119·8	119·8	119·8	120·9	120·9	120·9	122·1
Orders IV to XIX	Basic materials and fuel used in manufacturing industry other than food, drink and tobacco manufacturing industries:	120·4	122·3	124·2	126·1	127·3	122·0	124·9	124·8	127·0	126·4	125·9	127·5	128·4	128·5
	Basic materials other than fuel	120·5	122·8	125·2	127·5	128·7	122·4	126·1	126·0	128·7	127·9	127·0	129·0	130·2	129·9
	MATERIALS AND FUEL PURCHASED BY SELECTED BROAD SECTORS OF INDUSTRY														
211-229	Food manufacturing industries	113·4	113·7	112·5	112·4	118·0	114·5	112·4	111·8	111·6	113·7	116·8	118·3	119·0	119·3
Order V	Chemicals and allied industries	114·6	115·2	116·2	116·8	118·7	114·8	116·4	116·1	117·1	117·1	117·5	118·9	119·6	119·9
311 and 312	Steel industries	114·6	115·3	115·6	116·9	118·8	115·3	116·1	116·9	116·7	117·0	117·8	118·7	120·0	121·4
Order VII (excluding MLH 342)	Mechanical engineering industries	117·2	120·0	122·6	126·8	130·6	118·8	123·7	125·7	127·1	127·5	129·0	130·5	132·3	132·6
Order IX	Electrical engineering industry	130·0	136·7	143·2	149·5	153·3	135·1	145·9	146·5	150·9	151·1	149·6	153·4	156·9	157·0
361	Electrical machinery industry	124·0	128·2	132·5	137·5	141·5	127·0	134·3	135·4	138·0	139·0	139·2	141·7	143·8	144·0
Order XIII	Textile industries	104·3	103·7	104·3	103·4	102·8	104·0	104·2	103·6	103·5	103·0	102·8	102·7	102·9	103·3
Order XV	Clothing and footwear industries	112·4	114·2	116·0	116·3	116·8	113·7	116·1	116·1	116·4	116·6	116·7	116·7	116·9	117·0
Order XVII	Timber industries	122·3	124·3	126·0	127·8	129·3	123·6	126·6	127·4	127·7	128·1	128·8	129·3	129·8	130·1
481–484	Paper industries	116·0	118·0	119·4	121·8	123·6	117·6	119·6	121·0	122·0	122·3	122·7	123·8	124·3	125·9
Order XX	Construction materials	115·6	116·6	118·1	119·9	121·9	116·0	118·7	119·6	119·8	120·2	120·7	121·9	123·0	123·2
Part of Order XX	House building materials	117·8	118·9	120·6	122·3	124·1	118·3	121·2	122·0	122·2	122·6	122·9	124·2	125·2	125·5

† Coal, gas and electricity. (Crude oil is included in basic materials used in manufacturing industry.)

NOTES ON WHOLESALE PRICE INDEX NUMBERS

(1) Detailed notes on index numbers of wholesale prices are published in the annual article. They were last shown in the *Board of Trade Journal* of February 21, 1969.

(2) The index numbers are constructed on a net sector basis. That is to say, the price movements used to compile the index for a particular sector of industry are only those relating to transactions between that sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

(3) Correspondence about wholesale prices index numbers should be addressed to Statistics Division, Board of Trade, Room 620, Sanctuary Buildings, Great Smith Street, London, S.W.1. Telephone inquiries should be made to 01-222 7877, Ext. 3548, for index numbers, and Ext. 3411 for all other information.

Table 2. Price index numbers of output

1963 = 100

1968 SIC		1968	1969				1969								1970
		4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr. p	Jan.	June	July	Aug.	Sept.	Oct.	Nov.	Dec. p	Jan. p
	OUTPUT OF MANUFACTURED PRODUCTS														
Orders III to XIX	All manufactured products: Total sales	118·2	119·5	120·3	121·3	122·6	119·3	120·6	121·0	121·1	121·7	122·2	122·6	123·1	123·3
	Home sales	116·7	118·2	119·2	120·3	121·6	117·9	119·5	120·0	120·1	120·8	121·1	121·6	122·1	122·6
Orders IV to XIX	Products of manufacturing industries other than food, drink and tobacco: Total sales	116·2	117·0	117·8	118·9	120·3	116·8	118·1	118·5	118·8	119·4	120·0	120·3	120·7	120·9
	Home sales	113·1	114·1	115·1	116·5	117·9	113·7	115·4	116·0	116·4	117·0	117·5	117·9	118·4	118·8
	OUTPUT OF SELECTED BROAD SECTORS OF INDUSTRY														
211-229	Products of the food manufacturing industries: Home sales	115·7	117·0	118·0	118·8	120·6	116·7	118·4	118·8	118·2	119·3	119·9	120·5	121·5	122·9
Order V	Chemicals and allied industries: Total sales	108·6	109·0	109·3	109·9	110·2	109·0	109·2	109·7	109·8	110·1	110·1	110·2	110·4	110·5
	Home sales	105·5	105·7	105·9	106·7	107·4	105·5	106·1	106·4	106·7	107·0	107·2	107·4	107·6	107·9
311 and 312	Steel industries: Total sales	107·8	108·8	110·1	114·7	119·0	108·6	111·6	114·5	114·8	114·9	117·4	118·9	120·6	120·7
	Home sales	107·2	107·6	108·7	114·3	118·6	107·4	110·5	114·0	114·3	114·7	117·3	118·3	120·4	120·5
Orders VII to XII	Engineering and allied industries: Total sales	117·4	118·1	118·7	120·2	121·8	117·8	119·0	119·5	120·1	120·9	121·5	121·8	122·1	122·3
	Home sales	113·8	114·9	116·2	118·3	120·1	114·4	116·6	117·5	118·4	119·1	119·6	120·1	120·6	120·9
Order VII (excluding MLH 342)	Mechanical engineering: Home sales	115·8	117·2	118·7	120·9	122·8	116·6	119·2	120·2	121·0	121·6	122·1	122·7	123·6	123·8
Order IX	Electrical engineering: Home sales	112·8	113·7	115·0	117·3	119·2	113·1	115·4	116·3	117·1	118·4	118·9	119·3	119·6	119·8
Order XIII	Textile industries other than clothing: Total sales	110·3	111·6	112·6	113·1	113·9	111·1	112·7	113·0	113·2	113·3	113·5	114·1	114·2	114·3
	Home sales	109·2	110·4	111·3	111·8	112·4	110·2	111·5	111·5	111·8	112·0	112·2	112·4	112·5	112·6
Order XV	Clothing and footwear: Home sales	109·7	110·6	111·3	111·8	112·4	110·4	111·6	111·7	111·8	112·0	112·2	112·3	112·3	112·6
Order XVII	Timber industries: Home sales	119·7	121·3	122·2	123·2	124·2	120·7	122·3	122·7	123·3	123·5	124·0	124·2	124·3	125·4
481–484	Paper industries: Home sales	113·4	116·1	117·2	118·7	120·8	115·1	117·5	118·0	118·2	119·8	120·4	120·8	121·3	123·0
Order XX	New construction‡	120	122	123	124	125		123			124			125	

‡ Index of building costs figures relate to average for the quarter.

Table 3 (a). Commodities produced in the United Kingdom

1963 = 100

1968 SIC		1969				1970	1968 SIC		1969				1970
		Jan.	July	Nov.	Dec. p	Jan. p			Jan.	July	Nov.	Dec. p	Jan. p
101	Coal†	115·3	111·0	117·6	117·6	122·2	271	General chemicals	103·0	104·6	104·7	104·7	105·0
102/2	Slates	120·6	120·6	120·6	120·6	..	272	Pharmaceutical chemicals	93·2	93·9	96·8	97·2	97·2
109/3	Salt	97·2	93·9	97·2	97·2	97·2	272	Pharmaceutical preparations	95·0	94·6	95·0	95·3	95·3
211	Flour	122·5	122·5	122·5	122·5	122·5	273	Toilet preparations	121·8	124·0	124·2	124·3	125·2
216	Sugar refined	97·4	96·5	95·1	95·8	96·3	274	Paint	104·8	104·7	104·8	104·8	104·8
217	Chocolate and sugar confectionery	121·7	124·4	125·7	126·0	127·3	275	Soap	117·2	122·7	124·3	124·6	124·7
231	Beer	137·9	140·1	140·2	145·6	145·6	275	Soapless detergents	103·2	106·0	108·9	108·9	108·9
240	Tobacco and cigarettes	138·4	138·4	138·4	138·4	138·4	276/1	Synthetic resins and plastics materials	95·9	96·4	97·3	97·2	97·1
262	Motor spirit, standard grade (including duty)	141·8	146·5	146·5	146·5	146·5	279/7	Photographic paper and films and photochemical materials	117·5	118·4	118·4	118·4	118·4
262	Medium fuel oil (950 secs.)	113·5	109·9	108·1	108·1	108·1	311/2	Steel sheets	102·2	109·0	109·9	110·9	110·9
263	Lubricating oils and greases	111·8	110·1	111·1	111·1	111·1	311·2	Tinplate	108·4	115·9	115·9	115·9	115·9
							311/2	Other finished steels	107·6	114·4	119·6	122·0	122·1

† Index now based on the average price for each month. Figures for 1963-1969 are unaltered.

(Continued on next page)

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WHOLESALE PRICES INDEX NUMBER 1963=100

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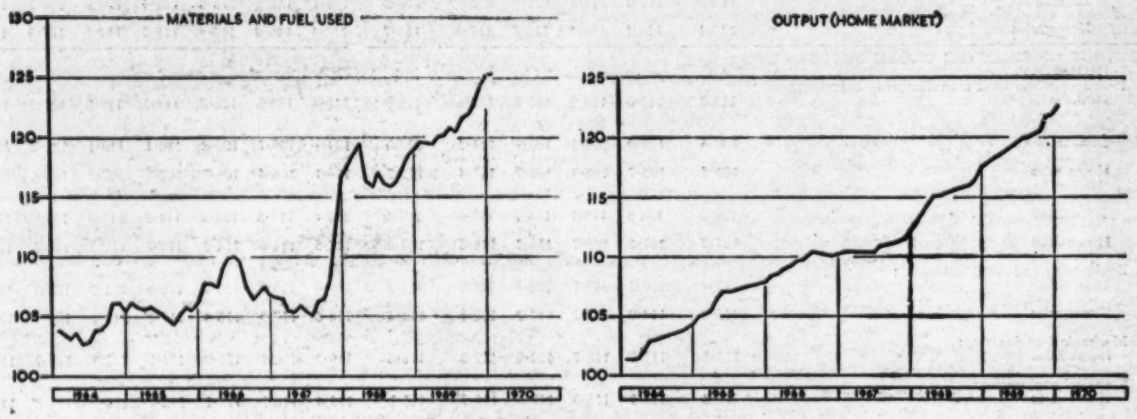
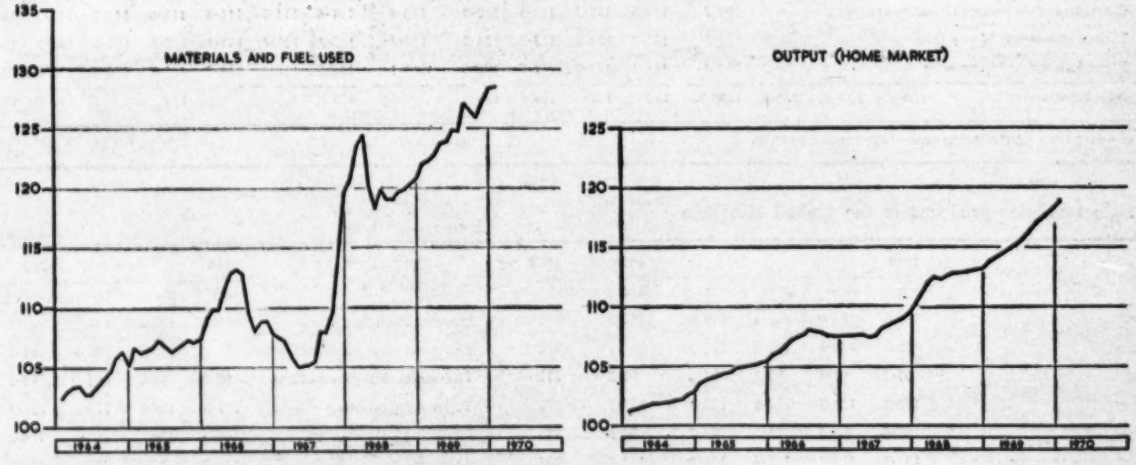
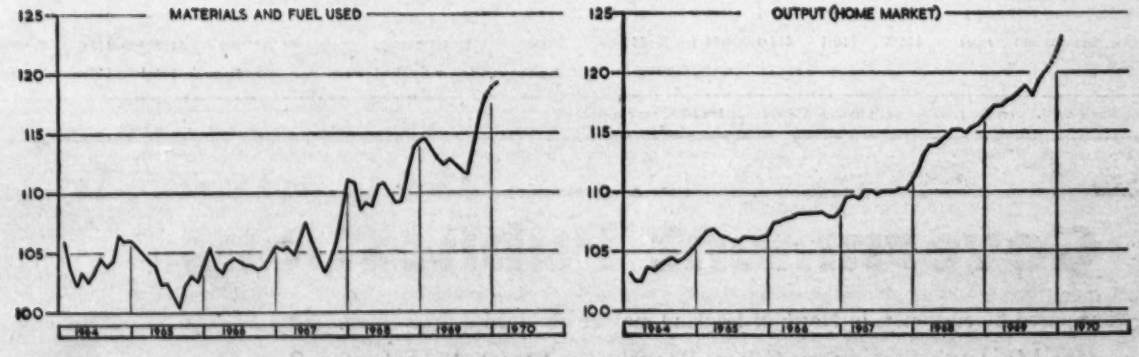


MANUFACTURING INDUSTRY
(Other than food, drink and tobacco)



FOOD MANUFACTURING INDUSTRY



WHOLESALE PRICES, *continued*

Table 3 (a) (*Continued*). Commodities produced in the United Kingdom **1963 = 100**

1968 SIC		1969 Jan.	1969 July	1969 Nov.	1969 Dec. p	1970 Jan. p
312	Steel tubes	114·0	120·1	124·2	126·5	126·6
313/3 and 313/4	Iron castings	113·8	117·7	119·2	120·3	121·3
321	Aluminium and aluminium alloy products:					
	Rolled	129·3	134·8	139·1	139·1	139·1
	Extruded and drawn	126·6	134·3	137·8	137·8	137·8
	Castings	129·6	139·9	142·1	142·1	151·1
	Forgings	117·8	122·2	124·3	125·8	125·8
322	Brass ingot 65-35 B.S. 1400: B.3 delivered	229·8	241·1	265·9	281·1	279·2
353/1	Dental goods	125·9	125·0	135·4	135·1	134·9
365/1	Gramophone records, etc.	104·5	104·5	103·3	103·3	103·3
368	Domestic electrical appliances	104·2	104·0	105·3	105·3	105·4
391	Tools and implements	119·6	123·9	128·3	128·4	130·6
392	Cutlery, spoons and forks	118·7	119·8	124·3	124·6	126·2
	Cutlery (other than razors and razor blades)	123·1	123·1	131·2	132·0	132·0
	Spoons and forks	140·8	140·3	144·3	144·3	147·5
399/6	Domestic hollow-ware	137·7	145·8	146·5	146·5	152·6
399/7	Vats, tanks, cisterns and other industrial hollow-ware	113·4	113·5	118·7	120·1	120·1
399/9	Domestic gas appliances	102·0	102·0	102·6	102·6	102·6
411	Man-made fibres	86·9	87·7	87·6	87·6	87·6
412, 414/5 and 415	Man-made fibres yarns	101·7	102·4	102·0	102·1	102·2
412/1	Cotton and cotton mixture yarns	135·2	135·8	136·2	136·5	..
413/1	Cotton cloth	129·3	133·3	135·5	135·9	..
413/5	Man-made fibres fabrics	107·7	108·3	109·2	109·1	109·1
413/6	Linen	124·1	125·1	127·8	129·7	129·7
414/1	Wool tops	85·7	86·8	84·4	83·1	83·1
414/2	Worsted yarn	98·2	100·6	99·0	98·2	98·3
414/5	Woollen fabric	111·3	113·8	113·9	114·0	114·0
415/1	Jute yarn	154·7	155·8	151·8	153·6	153·7
415/2	Jute piece-goods	147·0	147·0	147·0	147·0	147·0
416	Rope, twine and net	97·2	98·7	100·4	100·8	101·2
417	Hosiery and other knitted goods	98·2	99·2	99·1	98·9	99·0
419	Carpets and rugs	113·8	114·1	115·3	115·4	115·5
422/2	Canvas goods and sacks	113·5	106·0	112·6	112·6	112·6
431/1	Leather for footwear	133·6	138·2	139·0	139·0	..
432/1	Travel goods	117·5	119·9	120·1	120·1	121·8
441–449	Made-up clothing	110·3	111·4	112·1	112·1	112·3
441	Weatherproof outerwear	105·9	106·9	107·1	107·1	107·4
442	Men's and boys' tailored outerwear	108·3	109·5	110·2	110·2	110·3
443	Women's and girls' tailored outerwear	112·5	113·2	114·5	114·5	114·6
445/1	Women's and girls' light outerwear	114·1	114·4	115·2	115·2	115·4
450	Footwear	110·3	112·0	112·5	112·5	112·8
461/1	Refractory goods, including bricks	113·1	119·2	120·7	120·7	120·7
461/2	Non-refractory goods, including bricks	110·0	112·8	113·9	114·6	114·8
	Building bricks, flettton, common, *delivered*	112·5	116·2	120·7	125·9	125·9
	Building bricks, common, other than flettton, *ex-works*	118·7	121·0	121·4	121·7	121·7
462/3	Domestic china and earthenware	125·3	129·4	131·6	131·6	132·6
463/1	Glass (other than containers)	110·9	112·6	112·8	112·9	112·9
463/2	Glass containers	109·6	113·1	114·6	116·1	117·2
464	Cement, delivered	109·0	109·0	115·8	121·1	121·1
469/1	Abrasive paper and cloth	113·8	120·2	120·2	120·2	120·2
469/2	Cast stone and cast concrete products	110·6	111·3	111·5	111·5	111·5
471/1	Home-grown hardwood, sawn	110·8	113·6	115·5	115·5	115·8
471/2	Building joinery	125·7	129·0	131·0	131·7	131·8
472	Domestic furniture	120·0	120·9	122·1	122·1	123·5
473	Bedding, etc.	117·7	119·7	122·3	122·3	123·8
481	Paper and board	115·1	117·3	119·4	119·8	123·7
482/1	Cardboard boxes, cartons and fibreboard packing cases	118·8	122·6	126·0	126·3	127·1
482/2	Packaging products of paper, etc.	113·1	115·1	118·9	119·9	122·3
	Paper bags	111·2	111·8	115·3	115·3	119·9
483	Manufactured stationery	114·6	119·3	123·3	123·9	123·9
484/1	Wallpaper	124·2	124·2	124·1	124·1	124·1
491/1	Rubber tyres and tubes	105·4	112·3	113·6	113·6	114·2
491/2	Rubber goods (other than tyres and tubes)	110·0	114·0	118·5	118·7	119·1
492	Linoleum and felt base	129·7	129·7	132·1	132·7	133·1
493	Brushes and brooms	114·2	115·0	116·3	116·3	117·2
494/1	Toys and games	117·2	119·2	119·7	119·7	120·5
494/2	Perambulators, etc.	117·3	121·5	122·8	122·8	122·9
494/3	Sports equipment	111·7	113·0	114·8	114·8	..
495/1	Pens and pencils	114·2	114·7	117·0	117·0	117·1
495/2	Other stationers' goods	112·9	115·0	115·4	116·0	116·0
496/2	Plastics products (other than components and accessories)	92·0	93·1	95·2	95·2	95·2

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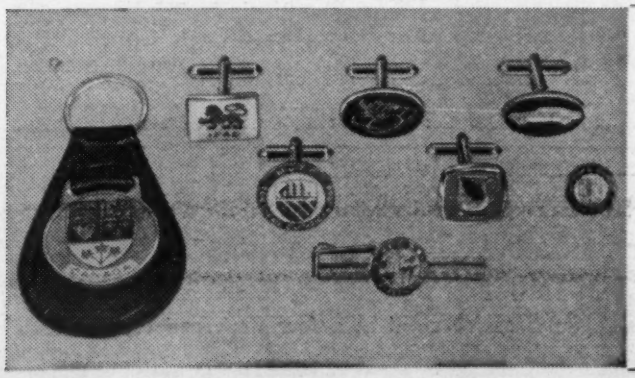

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WHOLESALE PRICES, *continued*

Table 3 (b). Commodities wholly or partly imported into the United Kindom **1963 = 100**

	1969				1970
	Jan.	July	Nov.	Dec.	Jan.
Hides and skins	148·1	157·1	154·1	147·4	145·4 p
Imported	141·9	148·0	146·6	145·7	144·8
Native	156·6	169·7	164·3	149·7	146·3 p
Non-ferrous metals:					
Aluminium, virgin ingot delivered	133·4	136·7	141·8	141·8	141·8
Copper, ex-ship, wharf or warehouse†	226·8	262·6	294·6	307·0	293·7
Lead, ex-ship, wharf or warehouse†	169·5	207·4	210·5	222·7	222·7 p
Nickel, refined, delivered§	152·7	153·6	162·1	190·0	190·0
Tin ingot, min. 99·75% settlement price†	150·2	160·0	169·5	177·6	178·8
Zinc, ex-ship, wharf or warehouse†	148·4	156·3	170·5	170·9	166·6
Oil, resins and gums:					
Palm oil, c.i.f. in bulk	86·5	89·1	112·5	122·8	122·8
Whale oil, crude	131·4	140·1	150·1	159·7	161·5
Pyrites, c.i.f., United Kingdom ports	161·4	155·6	159·7	159·7	..
Natural rubber	94·9	117·0	99·9	101·2	105·3 p
Sulphur, crude (for acid making), c.i.f.	205·5	166·9	166·9	166·9	..

	1969				1970
	Jan.	July	Nov.	Dec.	Jan.
Textiles:					
Cotton, raw	105·0	103·8	103·8	105·7	105·6 p
Jute, raw, PWC grades, c.i.f. Dundee	175·1	161·9	157·6	158·7	158·0
Jute, raw, PWB grades, c.i.f. Dundee	158·9	148·4	143·0	145·3	145·3
Silk, raw, delivered mill	131·0	135·8	148·7	158·5	158·5 p
Sisal, East Africa, No. 1 Grade, c.i.f. London	56·0	51·6	51·6	51·6	51·6 p
Wool raw	86·1	83·3	79·1	78·1	78·1 p
Crossbred, medium and coarse, c.i.f. UK	70·6	71·1	65·0	64·1	64·0
Crossbred, fine, c.i.f. UK	87·7	83·4	79·6	78·0	78·0
Merino, c.i.f. UK	97·6	91·5	87·2	86·3	86·3
Timber:					
Imported hardwood (ex-yard or wharf)	129·5	133·8	134·3	135·1 p	136·0 p
Imported plywood (delivered to consumers)	131·8	135·9	138·5	141·2	..
Imported softwood (delivered to consumers)	130·0	132·8	134·3	134·7	135·2
Woodpulp imported	122·6	127·8	130·1	130·1	133·6 p

†L.M.E. means of buyers' and sellers' prices at close of morning session.
§Producers' price.

INDEX NUMBERS OF WHOLESALE PRICES

The index numbers of wholesale prices relative to 1963 = 100 *supersede those previously published on the base* 1954 = 100. *For the convenience of those who use the index numbers in long-term contracts to take account of changes in the costs of materials, the Board of Trade will continue to publish indices relating to materials used in broad sectors of industry on the base* 1954 = 100 *until December* 1971. *From January* 1969 *the index numbers in the accompanying table have been given the month to month movements of the equivalent index in the* 1963 = 100 *Series. For users of other* 1954 *based index numbers who wish to continue the series in the way, conversion factors will be provided on request.*

Price index numbers of materials purchased **1954 = 100**

1958 SIC		1969		1970
		Nov.	Dec. p	Jan. p
	MATERIALS PURCHASED BY MANUFACTURING INDUSTRY			
Orders III to XVI	Basic materials and fuel used in manufacturing industry	127·3	128·2	128·3
	Basic materials	123·0	124·0	123·9
	Fuel	160·4	160·4	162·0
Orders IV to XVI	Basic materials and fuel used in manufacturing industry other than food, drink and tobacco manufacturing industries	130·8	131·8	131·8
	Basic materials other than fuel	125·6	126·8	126·5
	MATERIALS AND FUEL PURCHASED BY SELECTED BROAD SECTORS OF INDUSTRY			
211 to 229	Food manufacturing industries	120·3	121·0	121·3
263 to 277	Chemicals and allied industries	127·7	128·5	128·8
331 to 349 (excluding 342)	Mechanical engineering industries	172·4	174·7	175·2
361	Electrical machinery industry	170·7	173·3	173·6
Order X	Textile industries	99·9	100·1	100·5
Order XIV	Timber industry	143·2	143·8	144·1
481 to 483	Paper industries	130·8	131·3	133·1
Order XVII	Construction materials	149·3	150·6	150·9
Part of Order XVII	House building materials	152·4	153·6	154·0

Retailers' stocks in December

THE VALUE OF STOCKS held by retailers at the end of December was 7 per cent higher than in the corresponding month of 1968; in volume terms the increase over the same period was 3 per cent.

Allowing for the relatively high level of stocks in December 1968, these increases are much in line with the trend recorded in recent months.

Estimate of levels and percentage increases in retailers stocks

Index numbers (end 1960 = 100) *and Percentage increase on a year earlier*
(At cost at end of month)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sep.	Oct.	Nov.	Dec.
At current prices												
1960	94	99	102	103	105	104	99	98	102	109	113	100
1961	98	102	107	109	110	111	108	107	110	117	122	106
1962	103	106	112	113	116	112	110	110	112	121	127	111
1963	106	109	116	117	119	116	113	113	114	125	134	117
1964	115	117	123	125	125	124	118	122	125	133	143	126
1965	121	124	133	134	136	133	128	132	133	141	151	133
1966	128	131	141	140	144	143	135	141	141	150	160	137
1967	133	136	144	145	148	145	137	142	140	150	159	139
1968	136	139	151	152	156	154	148	154	153	164	176	157
1969	151	155	168	166	170	168	162	168	167	179	192	169
1968	*2*	*2*	*5*	*5*	*6*	*6*	*8*	*8*	*9*	*10*	*11*	*13*
1969	*11*	*12*	*11*	*10*	*9*	*10*	*10*	*9*	*9*	*9*	*9*	*7*
At constant (Dec. 1960) prices												
1960	95	100	103	105	106	105	100	99	102	109	113	100
1961	98	102	106	107	109	109	106	104	107	113	118	103
1962	100	102	108	109	110	107	105	104	106	114	120	104
1963	100	103	110	110	112	110	107	106	108	118	126	110
1964	108	109	114	116	115	114	109	113	115	122	130	115
1965	110	112	121	121	122	119	115	119	119	126	135	119
1966	115	117	126	124	128	127	119	123	124	131	140	120
1967	116	118	125	126	128	126	119	124	122	130	138	121
1968	118	120	130	128	132	129	123	128	128	136	146	130
1969	124	127	136	134	138	135	130	134	133	142	152	133
1968	*1*	*1*	*4*	*2*	*3*	*2*	*4*	*4*	*5*	*5*	*6*	*8*
1969	*5*	*6*	*5*	*5*	*4*	*5*	*5*	*5*	*4*	*4*	*4*	*3*

Retailers' stocks in United Kingdom at end of December 1960 were £993 million at current prices.

Cinema admissions and takings in November

DURING NOVEMBER, counted as a four week period, the weekly average of admissions to cinemas in Great Britain was 3.55 million and the weekly average of gross box office takings was £1.04 million.

Food consumption levels in the United Kingdom

IN ORDER to provide some early indications of consumption trends in 1969, preliminary estimates of food consumption in the United Kingdom are set out in the following tables and are compared with revised results for 1968. More detailed estimates will be published later in the year for the period 1966 to 1969.

These preliminary estimates continue to reflect the marked stability in the broad pattern of food consumption; changes between 1968 and 1969 were generally small. Consumption of liquid milk again declined; about half of the fall of 2 pints per head was attributable to the full effect of the changed arrangements for the distribution of school and welfare milk which were introduced in the latter half of 1968. Sales of cream continued to expand, and consumption has more than doubled during the past decade. Cheese gained further ground and consumption increased by almost ½ lb. per head. There was little significant change in total meat consumption, increases of 1·3 lb. in beef, 1·4 lb. in pork and 0·3 lb. in poultry meat being offset by reductions in mutton and lamb (1·7 lb.), in canned meat (0·9 lb.) and in offal. About 1·7 lb. of the apparent fall of 2·1 lb. shown between 1968 and 1969 for meat offal consumption results from the introduction into the 1969 figures of revised allowances for offal not used for human consumption. Diminished imports of canned fish and a fall in fresh supplies reduced the consumption of all fish by almost 1 lb. per head. There were marginal increases in the consumption of eggs, oils and fats, sugar and pulses and relatively small decreases in fruit, vegetables and potatoes. Consumption of breakfast cereals increased for the fourth year in succession, and has risen by over 30 per cent during the last ten years. Tea consumption fell sharply in 1969 and at 8·5 lbs. per head was at its lowest level since 1952, whilst coffee supplies advanced from 3·1 to 3·5 lb. per head, the highest level recorded to date.

Notes

Estimates of food consumption in the United Kingdom are prepared annually by the Ministry of Agriculture, Fisheries and Food and are usually published in June or July of each year. This shortened version has been prepared to meet requests for more up-to-date statistics.

Revised figures, together with more detailed analyses, will be published in July.

A series covering the immediate pre-war period and the years 1940 to 1966 was published in the *Board of Trade Journal*, Vol. 194, No. 3703, March 8, 1968 (pages 753 to 759). The series was continued to 1968 with minor revisions to 1965 and 1966 and published in the *Board of Trade Journal*, Vol. 197, No. 3776, July 30, 1969 (pages 310-311).

Food supplies per head per annum moving into consumption in the United Kingdom

(lb. per head per annum)

	1968	1969 (provisional)
I. Dairy Products (excluding butter):		
Liquid milk	320·1	317·1
(pints per head per annum)	(248·5)	(246·2)
of which, schools and welfare milk (pints)	(40·9)	(39·7)
Cream (40 per cent fat content)	2·8	3·0
Cheese	11·0	11·4
Evaporated milk, full cream, unsweetened	4·7	4·9
Condensed milk, full cream, sweetened	1·1	1·1
Condensed milk, machine skimmed	2·5	2·6
Dried whole milk	1·3	1·2
Dried skimmed milk	2·6	3·0
Milk as liquid in manufactured products not elsewhere specified	17·5	16·7
Total (converted to milk solids)	56·3	56·4
II. Meat:		
Beef – bone in	42·5	42·2
Beef – bone out	2·6	4·5
Mutton and lamb	23·2	21·5
Pork	23·3	24·7
Offal	10·1	8·1 (†)
Canned meat (imported)	7·9	7·0
Bacon and ham	25·2	25·0
Poultry	20·9	21·2
Game and rabbits	0·6	0·6
Total (converted to edible weight)	131·6	130·0
III. Fish:		
Fresh, frozen and cured (wet fillet equivalent)	16·7	16·2
Shell fish, fresh and frozen (edible weight)	0·9	1·1
Canned fish (imported)	3·2	2·6
Total (edible weight)	20·8	19·9
IV. Eggs:		
Shell eggs (number)	251	251
Egg products (equivalent number of eggs)	23	24
Total	274	275
V. Oils and fats (visible):		
Butter	19·7	19·6
Margarine (gross)	11·3	11·7
(net) (‡)	10·8	11·3
Lard and compound cooking fat	11·9	11·9
Other edible oils and fats	13·6	13·6
Total (converted to fat content)	50·9	51·1
VI. Sugar and Syrups:		
Sugar refined (§) (i) (gross)	105·9	106·3
(ii)	102·1	102·3
(iii) (net)	97·0	97·4
Honey	0·7	0·7
Glucose	10·5	11·5
Total (sugar content) (gross)	115·4	116·6
(net)	106·4	107·5

	1968	1969 (provisional)
VII. Fruit:		
Fresh citrus fruit	20·2	19·6
Other fresh fruit	51·6	51·6
Canned fruit	18·9	19·1
Imported fruit juices (in natural strength)	6·2	5·8
Imported fruit pulp	1·9	1·8
Imported dried fruit	5·4	5·1
Total (converted to fresh equivalent)	122·6	120·0
VIII Pulses and Nuts:		
Dried pulses (‖)	7·1	7·4
Shelled nuts and soya flour	5·3	5·3
Total	12·4	12·7
IX Potatoes (¶)	228·5	226·4
X. Other Vegetables:		
Fresh tomatoes	13·3	13·2
Imported canned tomatoes (including juice and puree)	7·0	6·4
Cabbage and greens	34·6	33·5
Leafy salads	4·4	4·5
Fresh carrots	12·1	11·8
Fresh legumes	21·8	21·6
Other fresh vegetables	28·4	28·4
Other canned vegetables (††)	7·9	8·8
Total (converted to fresh equivalent)	135·6	133·7
XI. Grain Products:		
Wheat flour	145·1	145·1 (‡‡)
Barley products	0·3	0·3
Oat products	2·8	2·8
Rye products	0·4	0·4
Breakfast cereals	5·9	6·2
Rice	3·2	3·3
Starch and other farinaceous foods	4·0	4·4
Total	161·7	162·5
XII. Tea, Coffee and Cocoa:		
Tea	8·8	8·5
Coffee (bean equivalent)	3·1	3·5
Cocoa powder	1·2	1·2
XIII. Energy Value (kcal per head per day)	3,090	3,090

(†) This series was revised from January 1, 1969, to take account of new definitions of edible meat offals.
(‡) Excluding ingredients shown as separate items elsewhere in the tables (e.g. butter and lard).
(§) (i) Total consumption of sugar including sugar content of imported manufactured foods;
(ii) = (i) less sugar used in production of alcoholic drinks;
(iii) = (i) less sugar used in alcoholic drinks and sugar content of products covered elsewhere in the table to provide for the calculation of calories.
(‖) Includes dried beans and dried peas for canning.
(¶) Includes the raw equivalent of potato products (i.e., crisps, canned, dehydrated and frozen potatoes).
(††) Excludes canned dried peas, canned dried beans (beans in tomato sauce, etc.), and canned tomatoes.
(‡‡) Assumes some increase in non-food disposals of flour.

Unit value and volume indices for December and year 1969

THE FIGURES in the tables accompanying this article have been revised to take account of the inclusion of re-exports, which are not being separately identified from January 1970 (see *Board of Trade Journal* of November 26, 1969) and revisions to the value of imports and exports by parcel post (described in the *Board of Trade Journal* of February 11, 1970).

Table 1. United Kingdom import and export unit value index numbers (unadjusted)

1961 = 100

	Imports					Exports								Terms of Trade†
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods						
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139	
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964	107	115	103	95	105	106	108	106	101	107	107	107	105	99
1965	107	113	102	99	109	109	105	109	104	109	113	110	108	102
1966	109	114	103	84	114	113	107	114	106	111	120	114	113	104
1967	109	113	99	92	116	114	102	116	106	111	120	118	116	105
1968	121	120	107	107	135	123	108	126	113	115	131	128	128	102
1969	126	124	115	100	142	127	114	130	116	122	139	131	131	101
1967 1st quarter	108	115	100	82	116	114	104	116	106	112	119	117	116	105
2nd quarter	107	114	99	81	114	114	103	116	106	113	119	118	116	106
3rd quarter	108	111	97	100	115	115	101	117	107	111	120	119	116	106
4th quarter	113	116	98	104	122	116	102	118	108	111	123	120	117	103
1968 1st quarter	120	120	104	108	134	121	108	123	111	113	130	124	126	101
2nd quarter	121	120	108	108	135	123	109	126	113	115	134	127	128	102
3rd quarter	122	120	109	107	136	125	107	128	115	116	133	132	129	103
4th quarter	123	122	110	106	137	126	109	129	116	117	132	132	130	103
1969 1st quarter	124	123	112	104	138	128	114	130	117	120	135	133	130	103
2nd quarter	125	124	115	102	141	128	115	130	118	122	136	132	131	102
3rd quarter	127	125	116	100	144	128	115	131	118	122	139	132	131	101
4th quarter	129	128	117	98	149	129	114	132	118	123	144	133	132	100
1968 January	119	120	102	107	132	120	106	122	109	112	129	124	125	101
February	120	120	104	108	134	121	109	123	113	113	130	124	126	101
March	121	120	105	108	137	121	109	124	113	114	132	124	127	100
April	122	120	107	108	137	122	110	124	113	114	133	125	128	100
May	121	120	108	108	134	122	110	125	113	114	134	126	127	101
June	121	120	109	108	133	125	108	128	113	116	134	132	129	104
July	122	102	109	108	135	125	107	128	115	116	134	132	129	103
August	122	120	109	107	136	125	107	128	115	116	133	132	129	103
September	123	121	110	107	137	125	108	128	115	116	133	132	129	102
October	123	122	110	106	137	126	109	128	116	117	133	132	129	102
November	123	122	110	106	136	126	109	129	116	117	132	132	129	103
December	124	123	111	105	138	126	109	130	115	117	132	133	131	102
1969 January	124	123	111	105	138	127	114	130	117	120	134	133	130	103
February	123	123	112	104	137	128	115	130	117	119	135	133	130	104
March	124	122	113	103	138	128	114	131	117	120	136	133	131	103
April	125	124	114	103	139	127	115	130	117	121	135	133	130	102
May	126	124	116	101	141	128	115	130	118	122	136	132	131	102
June	126	124	115	101	142	128	115	130	118	122	137	132	131	102
July	126	125	116	100	143	128	116	131	117	122	139	132	131	102
August	126	124	115	100	143	128	115	131	118	122	139	132	131	102
September	128	126	117	100	146	128	115	131	118	122	141	132	130	100
October	129	128	116	99	147	129	114	132	118	122	143	133	131	100
November	130	128	117	98	149	129	114	132	118	122	144	134	133	100
December	130	128	117	97	150	130	115	133	117	124	146	133	132	100

† Export Unit Value Index as a percentage of the Import Unit Value Index.

Non-manufactures have accounted for a much larger share of re-exports than of exports, and the price of these re-exports has increased more sharply. Thus the main effect of including re-exports has been to increase the export unit value index for non-manufactures in recent years, and as a consequence to reduce the export volume index for this group. The unit value and volume indices for total exports has been very little affected.

Unit value indices for 1969

In December there was no change from November in the import unit value index, but the export unit value index rose by a point, The terms of trade index remained the same as in November.

The import unit value index for 1969 as a whole was 4 per

(*Text continued on next page*)

Table 2. United Kingdom import and export volume index numbers (unadjusted)

1961 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139
1962	103	104	96	112	103	102	107	101	107	100	101	100	102
1963	107	102	101	119	112	108	114	107	113	102	100	107	110
1964	119	104	108	128	136	111	107	111	126	106	102	108	122
1965	120	102	107	140	137	116	111	117	131	105	109	115	128
1966	122	100	102	154	146	121	117	121	140	99	105	121	134
1967	132	104	101	165	168	119	119	119	149	95	108	114	136
1968	146	107	111	175	195	136	136	136	169	111	119	131	158
1969	149	103	108	188	207	150	138	153	186	123	126	148	187
1967 1st quarter	134	106	98	180	167	127	122	128	155	102	113	126	143
2nd quarter	135	107	101	162	176	127	123	128	163	99	118	125	136
3rd quarter	126	100	104	150	156	112	112	112	140	88	103	103	139
4th quarter	136	106	105	178	170	108	117	107	132	90	96	100	126
1968 1st quarter	149	116	109	171	198	134	128	136	167	107	118	133	152
2nd quarter	144	104	112	186	189	133	125	134	174	107	121	131	147
3rd quarter	143	102	114	175	191	132	139	131	164	109	114	120	166
4th quarter	147	110	111	180	196	142	152	140	169	120	123	134	168
1969 1st quarter	148	106	109	198	198	136	122	138	166	112	113	132	173
2nd quarter	152	107	108	186	215	152	141	155	188	124	125	154	179
3rd quarter	145	99	109	176	204	150	134	154	187	120	125	146	196
4th quarter	150	105	109	197	205	160	154	161	196	135	140	154	194
1968 January	157	125	118	179	201	130	139	130	157	101	111	130	140
February	143	109	107	165	191	136	122	138	164	111	119	136	159
March	148	114	103	170	201	136	123	139	181	110	123	134	157
April	143	104	111	188	185	131	112	134	170	103	121	129	154
May	159	116	121	199	211	135	123	137	177	111	122	140	129
June	129	91	103	169	171	133	141	132	176	105	119	123	157
July	154	108	120	191	209	138	135	139	163	115	122	137	159
August	143	100	118	171	191	128	142	127	155	104	115	112	176
September	132	96	103	163	175	127	142	126	175	109	105	112	164
October	156	119	116	196	206	134	142	134	159	114	114	123	177
November	149	111	106	162	209	157	166	155	183	128	142	147	188
December	137	100	111	182	175	135	147	132	165	118	113	131	139
1969 January	159	114	123	211	206	139	126	141	165	116	117	134	176
February	138	95	100	189	189	129	117	131	164	107	105	124	163
March	148	110	105	194	201	139	123	143	168	114	118	137	182
April	152	113	107	188	209	142	136	145	182	114	118	136	186
May	155	102	108	192	227	156	148	159	195	133	135	164	153
June	149	106	108	179	209	158	140	162	189	125	123	162	198
July	159	108	115	191	227	157	133	161	193	122	128	160	194
August	139	88	113	170	196	146	128	151	180	119	122	142	200
September	137	99	99	166	188	147	140	149	189	120	125	136	195
October	160	108	117	213	222	153	160	152	202	132	137	144	168
November	139	101	99	178	191	168	155	170	195	140	147	162	215
December	149	106	111	199	202	160	148	162	191	134	136	155	200

UNIT VALUE AND VOLUME, *continued*

cent higher than in 1968. The index for imported fuels declined steadily during the year and fell 6 per cent below the high level reached in 1968 due to increased freight costs following the closure of the Suez Canal. The unit value index for imports of basic materials increased at a slower rate than in 1968, but had a higher year on year percentage increase than food or manufactures. The index for imports of food, beverages and tobacco steadied in the last quarter of 1969 following the sharp rise from August.

The export unit value index showed little change in the first three quarters of 1969 but finished in December 4 points above its level a year ago, and was nearly 3½ per cent higher in 1969 than in 1968. The unit value index for metal exports rose steadily during the year, and for the year as a whole was 6 per cent higher than in 1968. Other main groups followed a broadly similar course to that of total exports, although the unit value index for exports of non-manufactures fell in the fourth quarter of 1969.

United Kingdom trade in terms of the United States dollar

Table 4 shows imports, exports and the visible trade balance seasonally adjusted both in terms of sterling and the United States dollar. The two series show the same proportionate movements except in the period spanning devaluation when the dollar series reflect a fall relative to the sterling series of 14.3 per cent.

Table 5 gives the unit value indices for imports and exports and the terms of trade converted to United States dollar terms. The unit value index for exports in dollar terms, in the fourth quarter of 1969 was 4 per cent below its level in October 1967 the month preceding devaluation, while import prices were slightly higher. The indices for imports over this period vary, with indices for manufactured goods and basic materials showing a rise and those for food, beverages and tobacco and fuels a fall: but a number of major suppliers of foodstuffs devalued, so keeping down the prices of their exports in dollar terms, and fuel prices which were high in the period preceding devaluation because of the Middle East war, have subsequently fallen.

Table 3. United Kingdom import and export volume index numbers (seasonally adjusted)

1961 = 100

	Imports							Exports							
	Total	Total excl. US military aircraft, etc.	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods		Total	Non-manufactures	Manufactured goods					
						Total	Excl. US military aircraft, etc.			Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division			0 and 1	2 and 4	3		5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000		327	222	106		337	1,000	145	824	84	63	121	417	139
1967 1st quarter	132	132	105	97	172	165	164	128	129	128	157	105	116	123	146
2nd quarter	134	133	108	102	158	170	166	122	123	123	157	98	114	119	138
3rd quarter	128	126	102	102	153	159	157	118	120	119	148	92	110	113	140
4th quarter	135	134	102	105	181	175	172	106	106	105	133	85	92	101	121
1968 1st quarter	146	144	114	109	162	195	191	134	132	135	167	108	120	131	153
2nd quarter	143	141	105	112	178	185	179	129	126	131	168	106	117	125	150
3rd quarter	147	144	105	112	180	197	190	138	147	138	171	113	121	131	165
4th quarter	148	144	106	111	184	202	190	139	140	140	169	115	119	135	163
1969 1st quarter	146	143	103	110	192	198	187	139	128	140	170	116	118	131	180
2nd quarter	151	146	109	108	181	210	197	148	141	151	181	123	120	147	185
3rd quarter	149	146	102	107	181	210	201	158	141	162	195	125	131	159	197
4th quarter	149	147	100	108	200	208	204	157	143	158	196	129	134	154	185
1968 January	141	140	114	102	160	186	183	136	147	134	164	107	118	137	148
February	149	147	112	116	163	202	197	133	123	136	163	110	121	133	158
March	147	146	116	109	163	196	193	132	127	134	173	107	121	127	152
April	144	143	107	115	175	184	180	130	116	133	166	103	119	128	152
May	146	144	109	113	171	194	186	129	122	131	167	107	113	128	146
June	137	136	100	108	190	177	172	129	139	130	171	106	120	121	152
July	148	147	107	113	186	196	192	135	141	136	164	112	119	132	154
August	147	143	105	111	177	201	189	139	158	137	166	110	127	128	170
September	145	143	103	113	176	196	190	141	143	142	184	117	117	134	173
October	147	145	108	112	188	194	190	138	138	137	163	113	114	132	166
November	151	143	104	109	174	216	192	144	144	145	173	116	130	140	170
December	146	143	105	113	191	197	187	136	139	137	170	117	114	134	154
1969 January	144	141	102	108	191	192	181	143	131	143	171	121	122	133	185
February	147	143	100	111	192	205	191	132	123	135	171	112	111	126	171
March	147	146	107	111	191	196	190	141	131	142	167	115	119	134	184
April	149	146	112	109	178	204	194	141	140	142	176	113	115	134	184
May	148	142	100	103	175	214	195	147	142	148	181	126	121	145	172
June	155	151	114	113	190	214	203	156	141	163	187	129	125	162	197
July	151	147	107	107	185	213	200	150	137	154	191	117	121	151	186
August	149	145	97	109	182	213	202	164	148	169	200	130	138	166	202
September	146	145	103	106	177	205	200	159	139	164	195	127	135	159	203
October	150	147	96	111	204	209	202	158	152	158	203	128	133	152	184
November	147	145	98	106	200	205	200	157	139	159	190	129	135	155	187
December	149	149	104	106	196	211	209	155	137	159	194	129	134	155	184

Table 4. UK trade in sterling and in US dollars 1966-1969 (seasonally adjusted).

	Exports f.o.b.	Re-exports f.o.b.	Imports Total	c.i.f. excl. U.S.M.A.	Visible trade balance
Sterling basis:					£ million
1966	5,061	194	5,949	5,947	- 92
1967	5,045	184	6,437	6,393	-534
1968	6,214	220	7,897	7,752	-665
1969	7,079	259	8,324	8,137	-138
1966 1st quarter	1,238	49	1,521	1,521	- 80
2nd quarter	1,190	48	1,486	1,486	- 96
3rd quarter	1,284	46	1,539	1,539	- 55
4th quarter	1,350	50	1,403	1,401	139
1967 1st quarter	1,347	47	1,577	1,574	- 26
2nd quarter	1,285	44	1,590	1,574	-112
3rd quarter	1,265	48	1,557	1,546	-75
4th quarter	1,148	45	1,713	1,699	-321
1968 1st quarter	1,490	55	1,942	1,922	-190
2nd quarter	1,482	51	1,925	1,900	-209
3rd quarter	1,605	57	1,998	1,961	-133
4th quarter	1,637	57	2,033	1,969	-133
1969 1st quarter	1,641	55	2,031	1,980	-128
2nd quarter	1,724	64	2,101	2,035	- 89
3rd quarter	1,838	73	2,088	2,041	4
4th quarter	1,877	66	2,103	2,080	38
Dollar basis:					$ million
1966	14,171	543	16,657	16,652	-256
1967	13,914	507	17,702	17,581	-1,424
1968	14,918	523	18,953	18,605	-1,595
1969	16,990	622	19,978	19,529	-33
1966 1st quarter	3,466	137	4,259	4,259	-223
2nd quarter	3,332	134	4,161	4,161	-270
3rd quarter	3,595	129	4,309	4,309	-153
4th quarter	3,780	140	3,928	3,923	390
1967 1st quarter	3,772	132	4,416	4,407	- 74
2nd quarter	3,598	123	4,452	4,407	-313
3rd quarter	3,542	134	4,360	4,329	-209
4th quarter	3,002	118	4,471	4,434	-827
1968 1st quarter	3,576	132	4,666	4,613	-457
2nd quarter	3,557	122	4,625	4,560	-501
3rd quarter	3,852	137	4,800	4,706	-319
4th quarter	3,929	137	4,862	4,726	-318
1969 1st quarter	3,928	132	4,874	4,752	-307
2nd quarter	4,138	154	5,042	4,884	-241
3rd quarter	4,411	175	5,011	4,899	99
4th quarter	4,505	158	5,047	4,992	92

UNIT VALUE AND VOLUME, *continued*

Notes:

(a) The volume index numbers for exports do not include any allowance for the special influences affecting recording (see *Board of Trade Journal* of September 10, 1969).

(b) This series of index numbers, based on 1961=100, was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was first published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

Business Monitor

THE FOLLOWING titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

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Rubber for October 1969

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Perambulators, Bed Folders and Push Chairs for Third Quarter 1969
Newspapers and Periodicals for Second Quarter 1969

Table 5. Import and export unit value index numbers, dollar basis

1961 = 100

	Imports					Exports								Terms of Trade†
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods						
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
1966	109	114	103	84	114	113	107	114	106	111	120	114	113	104
1967	107	112	97	90	115	113	100	115	105	110	118	116	114	105
1968	104	103	92	92	115	106	93	108	97	99	113	110	110	102
1969	108	107	98	86	122	109	102	111	100	104	119	112	112	101
1967 1st quarter	108	115	100	82	116	114	104	116	106	112	119	117	116	105
2nd quarter	107	114	99	81	114	114	103	116	106	113	119	118	116	106
3rd quarter	108	111	97	100	115	115	101	117	107	111	120	119	116	106
4th quarter	105	108	91	97	114	108	95	111	101	104	115	113	110	103
1968 1st quarter	103	103	89	92	115	103	92	106	95	97	112	106	108	101
2nd quarter	104	103	92	92	115	106	94	108	97	98	115	109	110	102
3rd quarter	104	103	94	92	117	107	92	110	98	100	114	113	111	103
4th quarter	105	105	95	90	117	108	94	111	99	100	114	113	111	103
1969 1st quarter	106	105	96	89	118	109	98	112	100	103	116	114	112	103
2nd quarter	107	106	99	87	121	110	98	112	101	104	117	113	112	102
3rd quarter	109	107	99	86	124	110	99	112	101	105	120	113	112	101
4th quarter	111	110	100	84	127	111	98	113	101	105	123	114	113	100

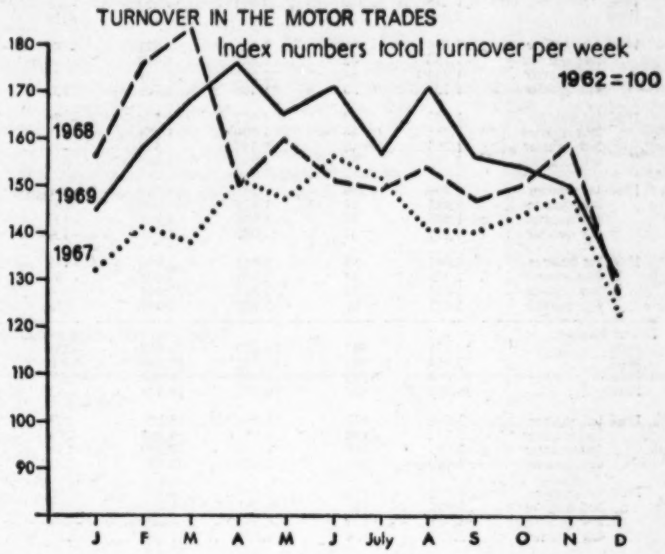
† Export Unit Value Index as a percentage of the Import Unit Value Index.

Turnover of the motor trades in December

THE TOTAL turnover of the motor trades in December 1969 was 3 per cent more in value than in December 1968: higher sales of secondhand vehicles and 'other' sales and receipts more than offset a small fall in sales of new vehicles. Total turnover in the fourth quarter as a whole was the same in value terms as in the fourth quarter of 1968. This followed a 7 per cent increase on a year earlier in the third quarter, and little change on average between the first half years. Turnover in 1969 as a whole was 2 per cent more than in 1968; but if price increases are allowed for there was a lower volume of sales.

Sales of new vehicles in the fourth quarter of 1969 were 12 per cent less in value than a year earlier, following the 8 per cent rise recorded in the third quarter. The size of this decrease reflects in particular the high figure for November 1968 as well as the subdued level of sales in the fourth quarter of 1969. Receipts from sales of secondhand vehicles showed a 2 per cent increase on a year earlier in the fourth quarter following a 2 per cent reduction in the third.

Sales in the fourth quarter of petrol, oil and accessories, together with receipts from servicing and repairs, were 8 per cent more than a year earlier, somewhat less than the average increase in the middle of the year. Roughly half of this growth can be accounted for by higher prices.



Index number of turnover per week ***and percentage increase on a year earlier***(†)

Kind of business (Turnover in 1962 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total turnover (£2,979 million)	1964	127	128	141	125	114	116	132	134	147	138	139	134	120	122	118	127	100
	1965	130	141	140	125	114	124	144	153	147	136	136	140	116	119	120	119	105
	1966	133	146	157	125	106	133	144	158	173	150	149	151	116	112	108	111	99
	1967	143	137	152	144	137	132	141	138	151	147	156	153	142	140	144	149	123
	1968	155	172	154	150	144	156	176	183	150	160	151	149	154	147	150	159	127
	1969	158‡	157	171	161	144	145	158	165	176	165	171	157	171	156	154	150	131
	1968	*9*	*26*	*1*	*4*	*5*	*18*	*24*	*33*	*- 1*	*9*	*- 3*	*- 2*	*9*	*5*	*5*	*7*	*3*
	1969	*2§*	*- 9*	*11*	*7*	*—*	*- 7*	*-10*	*-10*	*17*	*3*	*13*	*5*	*11*	*6*	*3*	*- 5*	*3*
Analysis of turnover: Sales of new motor vehicles (£1,119 million)	1964	143	154	167	132	118	136	158	166	185	157	160	148	122	128	123	142	95
	1965	138	172	151	122	109	144	176	192	165	142	147	149	105	113	116	117	96
	1966	136	173	178	112	80	155	166	192	227	160	154	163	92	87	82	88	72
	1967	145	145	159	139	138	139	150	145	161	156	161	151	136	133	143	156	120
	1968	158	204	148	140	141	185	209	214	136	165	144	130	149	141	149	172	111
	1969	152‡	162	172	151	125	141	167	174	190	165	164	135	173	146	139	131	109
	1968	*9*	*41*	*- 7*	*1*	*2*	*33*	*39*	*48*	*-15*	*6*	*-11*	*-14*	*9*	*6*	*4*	*10*	*-8*
	1969	*-4§*	*-21*	*17*	*8*	*-12*	*-24*	*-20*	*-19*	*35*	*—*	*14*	*3*	*16*	*3*	*- 7*	*-24*	*-2*
Sales of secondhand motor vehicles (£568 million)	1964	120	124	142	118	96	104	135	132	145	146	136	130	114	113	105	111	75
	1965	119	132	142	110	93	107	138	148	162	142	126	127	104	102	105	98	79
	1966	119	135	153	103	85	111	138	151	158	154	148	129	94	91	89	92	76
	1967	133	124	150	141	117	105	134	133	148	143	158	148	138	139	135	135	89
	1968	137	158	142	135	112	125	174	173	142	149	137	139	139	129	127	126	90
	1969	133‡	135	150	132	115	119	139	147	157	144	148	127	145	126	127	128	95
	1968	*3*	*27*	*- 6*	*- 5*	*- 4*	*19*	*30*	*31*	*- 4*	*4*	*-13*	*- 6*	*1*	*- 7*	*- 6*	*- 7*	*—*
	1969	*-3§*	*-15*	*5*	*- 2*	*2*	*- 5*	*-20*	*-15*	*10*	*- 3*	*9*	*- 8*	*4*	*- 2*	*—*	*2*	*5*
All other sales and receipts (£1,292 million)	1964	116	106	118	122	118	104	109	106	114	118	122	124	121	121	119	120	115
	1965	127	118	129	133	128	115	119	121	126	129	131	137	130	132	131	131	124
	1966	138	128	140	146	137	124	126	132	133	141	146	151	146	143	139	140	133
	1967	144	136	146	150	146	138	137	134	144	141	151	156	149	145	148	149	141
	1968	160	151	164	165	160	144	147	160	165	161	164	171	166	159	162	161	157
	1969	174‡	162	179	182	174	160	158	166	173	174	188	189	181	177	180	176	167
							174											
	1968	*11*	*11*	*12*	*10*	*10*	*5*	*8*	*19*	*15*	*14*	*9*	*9*	*12*	*9*	*10*	*8*	*11*
	1969	*9§*	*7*	*9*	*11*	*8*	*11*	*7*	*4*	*4*	*8*	*14*	*11*	*9*	*11*	*11*	*9*	*6*

† The periods consist of four weeks except those marked * which are five weeks.
‡ Index numbers for period January to December 1969.
§ Percentage change for period January to December 1969 compared with the corresponding period of 1968.

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Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in December showed an increase of 1 per cent on a year earlier, compared with decrease of 4 per cent in October and 14 per cent in November.

The value of stocks at the end of December was 17 per cent higher than a year earlier.

Table 1. Total sales and stocks

Index numbers and *percentage increase compared with a year earlier* 1950 = 100

	Value of home sales		Value of stock end period	
1966	110	*– 3*	..	..
1967	104	*– 5*	..	..
1968	108	*4*	..	..
1969	103	*– 5*	..	..
1968 1st quarter	102	*10*	135	*–15*
2nd quarter	93	*3*	129	*– 6*
3rd quarter	105	*1*	146	*– 2*
4th quarter	132	*3*	126	*8*
1969 1st quarter	88	*–13*	153	*13*
2nd quarter	98	*5*	138	*7*
3rd quarter	100	*– 4*	157	*8*
4th quarter	124	*– 6*	147	*17*
1968 December	113	*– 2*	126	*8*
1969 January	62	*– 9*	129	*9*
February	90	*– 8*	143	*10*
March	113	*–19*	153	*13*
April	108	*12*	143	*9*
May	96	*– 1*	149	*8*
June	90	*6*	138	*7*
July	76	*– 8*	149	*12*
August	93	*– 3*	153	*7*
September	131	*– 3*	157	*8*
October	141	*– 4*	139	*3*
November	118	*–14*	154	*15*
December	114	*1*	147	*17*

Table 2. Analysis by department

Percentage increase compared with a year earlier

	Sales		Stocks‡
	December 1969	Jan.-December 1969	December 1969
Women's knitted outerwear, blouses and skirts	*4*	—	*59*
Women's coats, costumes, furs and raincoats	*– 8*	—	*– 5*
Women's underwear	*–28*	*–10*	*32*
Women's hose and children's socks	*–11*	*– 8*	*–20*
Women's millinery	*6*	*– 8*	*–16*
Haberdashery, ribbons and wool	—	*– 5*	*6*
Children's wear	*13*	*– 5*	*11*
Men's and boys' shirts pyjamas and outfitting	*– 2*	*– 2*	*13*
Gloves	*36*	*6*	*– 7*
Piece-goods and nets	*–17*	*–15*	*–34*
Household textiles	*–18*	*– 6*	*–24*
Floor coverings, furniture and hardware	*5*	*– 5*	*– 3*
Total†	*1*	*– 5*	*17*

†Including some items not included among the sub-headings. ‡ Values at cost.

Note:

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

Footwear industry: orders and deliveries

IN THE FOURTH QUARTER of 1969 net new orders received by the footwear industry were provisionally estimated at 8 per cent less than in the third quarter; deliveries, which were provisionally estimated at 1 per cent less, exceeded net new orders with the result that order books at the end of December were 10 per cent less than at the end of September.

The comparisons given above are based on the seasonally adjusted series in the accompanying table.

For 1969 as a whole, net new orders and deliveries were 8 per cent less and 4 per cent less respectively than in 1968. Deliveries exceeded net new orders during 1969, resulting in a fall of 15 per cent in the order books between the end of 1968 and the end of 1969.

Care should be excised in the interpretation of these statistics, which are available by total pairage only; no allowance is, therefore, possible for the differing values of the various types of footwear. A breakdown of deliveries by types of footwear in pairage terms is published in the Board of Trade Business Monitor Production Series (Reference P17).

Million pairs

	Orders-on-hand		Net new orders		Deliveries	
1964	35·8		—		16·8	
1965	39·9		16·8		16·5	
1966	33·9		15·7		16·2	
1967	37·9		16·2		15·9	
1968	41·2		17·0		16·8	
1969p	35·1		15·7		16·2	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1967 1st qtr.	40·5	37·3	18·3	16·9	16·1	15·7
2nd qtr.	41·9	33·2	15·6	14·5	15·2	15·9
3rd qtr.	30·2	34·8	12·0	16·3	15·9	15·8
4th qtr.	37·9	37·9	18·9	17·0	16·3	16·0
1968 1st qtr.	46·0	40·1	19·8	17·4	17·1	16·7
2nd qtr.	50·0	38·4	16·8	15·7	15·4	16·2
3rd qtr.	38·2	42·0	13·0	18·1	17·0	16·9
4th qtr.p	35·1	41·2	18·5	17·0	17·5	17·3
1969 1st qtr.	47·5	41·9	19·1	16·8	17·0	16·6
2nd qtr.	48·9	39·2	15·7	15·1	15·2	16·0
3rd qtr.	34·6	38·9	11·5	16·1	16·3	16·2
4th qtr.	35·1	35·1	16·6	14·8	16·4	16·1
1968 Oct.	39·6	42·3	20·9	17·5	19·5	17·2
Nov.	38·1	38·9	17·3	13·4	18·8	16·8
Dec.	41·2	41·2	17·4	20·1	14·3	17·8
1969 Jan.	39·7	41·1	13·7	16·7	15·2	16·8
Feb.	44·2	42·7	22·1	17·6	17·6	16·0
Mar.	47·5	41·9	21·4	16·1	18·1	16·9
Apr.	50·5	42·7	18·3	16·6	15·3	15·8
May	52·4	41·5	16·8	14·4	14·9	15·6
June	48·9	39·2	12·0	14·3	15·5	16·6
July	42·8	39·7	9·0	16·9	15·3	16·4
Aug.	38·8	38·9	10·6	15·3	14·6	16·1
Sept.	34·6	38·9	15·0	16·2	19·2	16·1
Oct. p	33·9	37·6	18·5	15·6	19·2	16·9
Nov. p	35·7	37·0	18·9	14·7	17·1	15·3
Dec. p	35·1	35·1	12·3	14·2	12·9	16·0

The actual figures have been adjusted to allow for differences in the length of the working months but not for holidays or for any other seasinal variations; the annual and quarterly figures of net new orders and deliveries are monthly averages.

The Bankruptcy Acts 1914 and 1926

THE NUMBER OF Receiving Orders and Administration Orders in Bankruptcy (deceased debtors' estates) in the High Court and in the county courts having bankruptcy jurisdiction in England and Wales, made in the Quarter ended December 31, 1969, and also the total number of Deeds of Arrangement registered during the same period are as follows:

Receiving Orders and Orders of Administration

High Court	296
County Courts	869
total	1,165

Deeds of Arrangement

Total number received 64

The above information was published in greater detail, with an analysis of the bankruptcies in the respective courts, in the *London Gazette*, dated February 3, 1970.

Turnover of the catering trades, laundries and dry cleaners and hairdressers in December

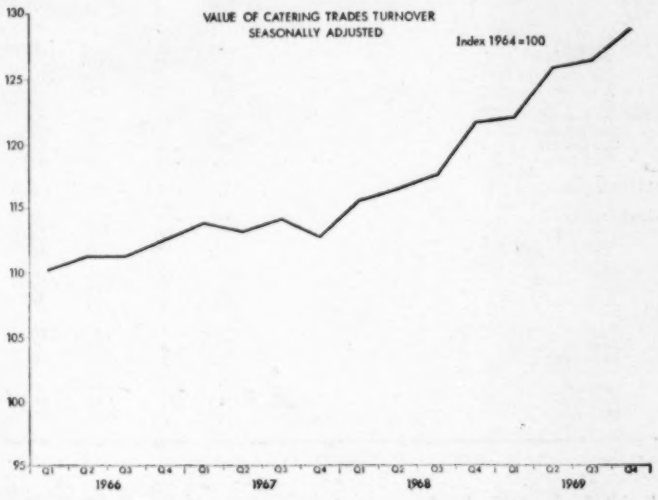
THE VALUE of turnover in the catering trades in the fourth quarter of 1969 maintained the 7 per cent increase compared with a year earlier which had prevailed through the first three quarters of the year. The turnover of laundries and dry cleaners showed no change between the fourth quarter of 1968 and the fourth quarter of 1969, and hairdressers' turnover declined by 1 per cent between these two periods.

Catering trades

After allowing for seasonal influences, the value of turnover in the catering trades was 2 per cent higher in the fourth quarter of 1969 than in the third, but in December itself it was somewhat dull, partly offsetting the high figures recorded for both October and November.

Value of catering trades' turnover seasonally adjusted index numbers of sales per week. 1964 = 100

	1967	1968	1969
1st quarter	114	116	122
2nd quarter	113	116	126
3rd quarter	114	118	126
4th quarter	113	122	129



Turnover in the December 1968 period was thought to have been held down by the fact that some of the extra expenditure at Christmas and the New Year fell in the January 1969 trading period. Because of the adjustment to the monthly trading periods

Table 1. Catering

Index numbers of turnover per week *and percentage increase on a year earlier*† 1964 = 100

Kind of Business (Turnover in 1964)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Caterers	1966	111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	100	114
(£1,985 million)	1967	113	100	115	131	108	95	98	104	108	111	123	133	133	128	108	101	114
	1968	117	100	120	135	115	96	100	103	115	114	128	135	138	132	115	109	119
	1969	126	107	128	145	123	108	104	109	124	124	136	147*	148	140	126	116	127
	1968	*3*	—	*4*	*3*	*6*	*1*	*1*	*- 1*	*7*	*2*	*4*	*1*	*4*	*4*	*7*	*8*	*5*
	1969	*7§*	*7*	*7*	*7*	*7*	*12*	*4*	*5*	*8*	*9*	*6*	*9*	*7*	*6*	*9*	*6*	*7*
Licensed hotels and holiday camps	1966	111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	83	91
(£286 million)	1967	114	82	120	158	97	74	79	90	97	116	143	161	166	149	111	88	93
	1968	122	83	128	169	107	76	81	90	107	119	153	172	180	159	121	100	101
	1969	131	91	140	180	116	87	87	97	120	132	161	186*	191	165	130	107	112
	1968	*7*	*2*	*7*	*7*	*10*	*4*	*3*	*- 1*	*11*	*3*	*7*	*7*	*9*	*6*	*10*	*13*	*8*
	1969	*8§*	*9*	*9*	*6*	*9*	*14*	*6*	*8*	*12*	*11*	*6*	*8*	*6*	*4*	*7*	*8*	*11*
Restaurants, cafes, etc., and fish and chip	1966	111	97	110	132	103	93	98	99	107	106	117	133	134	131	106	100	102
shops (£521 million)	1967	112	100	110	134	105	95	102	102	107	105	117	132	137	133	109	103	104
	1968	116	101	116	139	109	96	103	103	115	108	122	135	142	140	113	108	108
	1969	122	104	123	147	116	103	103	105	120	116	130	145*	151	145	124	114	112
	1968	*4*	*1*	*5*	*4*	*4*	*1*	*2*	*1*	*7*	*4*	*4*	*2*	*4*	*5*	*4*	*5*	*4*
	1969	*5§*	*3*	*6*	*5*	*6*	*7*	—	*2*	*4*	*7*	*6*	*8*	*6*	*3*	*10*	*6*	*4*
Public houses (£1,033 million)	1966	112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1967	115	103	117	127	113	99	101	109	111	114	124	131	128	123	107	102	126
	1968	118	102	121	128	120	100	101	105	119	115	127	130	130	125	115	111	131
	1969	128	111	131	140	130	115	107	112	129	127	135	144*	142	135	127	118	141
	1968	*2*	*- 1*	*3*	*1*	*6*	*1*	—	*- 3*	*7*	*1*	*3*	*- 1*	*2*	*2*	*8*	*9*	*4*
	1969	*9§*	*9*	*8*	*9*	*8*	*14*	*6*	*6*	*8*	*10*	*7*	*11*	*9*	*8*	*10*	*6*	*8*
Canteens (‡) (£145 million)	1966	106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1967	105	108	105	95	110	109	110	105	111	107	100	94	90	99	108	116	108
	1968	109	114	107	101	116	110	114	117	106	113	104	99	97	104	114	121	114
	1969	113	120	113	104	117	119	119	123	111	116	111	99*	101	111	117	121	113
	1968	*5*	*5*	*2*	*6*	*5*	—	*4*	*11*	*- 5*	*5*	*4*	*6*	*7*	*5*	*5*	*4*	*6*
	1969	*4§*	*6*	*5*	*4*	*1*	*8*	*4*	*5*	*5*	*3*	*7*	*- 1*	*5*	*7*	*3*	—	*1*

§ January-December.
† The monthly periods consist of four weeks, except those marked * which are of five weeks. The December 1969 period was the five weeks from November 30, 1969, to January 3, 1970, the December 1968 period was from November 24, 1968, to December 28, 1968.
‡ Includes catering contractors other than outside catering contractors, which are included with restaurants, cafes, etc.

in 1969, the December 1969 figures include turnover for the whole week following Christmas (which also covered the New Year). Bearing this in mind, and the increases on a year earlier recorded in previous months of 1969, an increase somewhat larger than 7 per cent might have been expected in December.

Public houses' turnover increased by 8 per cent between the fourth quarter of 1968 and the fourth quarter of 1969; this was little different from the average increase on a year earlier that had been shown in the first three quarters of the year. The turnover of licensed hotels and of restaurants, cafes, etc., were respectively 9 per cent and 6 per cent higher than in the corresponding quarter of 1968; in each case this was a slightly greater increase on a year earlier than had, on average, prevailed earlier in the year. This higher rate was, in the case of hotels, maintained in December if an allowance is made for the low figure for December 1968.

Canteens showed an increase of only 1 per cent between the fourth quarter of 1968 and the fourth quarter of 1969, partly because of the particularly low figure recorded for December 1969, which is itself likely to have been adversely affected by a combination of the Christmas holiday and the influenza epidemic.

Laundries and dry cleaners

There was no change in the value of the turnover of laundries and dry cleaners between the fourth quarter of 1968 and the fourth quarter of 1969; the turnover of laundries – which excludes the experience of launderettes and some organizations whose main business is linen hire – increased by 2 per cent between these quarters, whereas the turnover of dry cleaners, etc., declined by 3 per cent. The decline was particularly sharp in December, with turnover of dry cleaners 5 per cent less than in December 1968. These figures may have been affected by the change in trading periods.

Hairdressers

Hairdressers' turnover declined by 1 per cent between the fourth quarter of 1968 and the fourth quarter of 1969: the turnover of men's hairdressers and men's hairdressers/tobacconists increased by 4 per cent, but the turnover of women's hairdressers was reduced by 3 per cent. In December, the turnover of women's hairdressers was 7 per cent less than in December 1968.

Table 2. Laundries and dry cleaners (excluding launderettes)

index numbers of turnover per week *and percentage increase on a year earlier†* — 1966 = 100

Kind of Business (Turnover in 1966 Provisional estimates)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Laundries and Dry-Cleaners	1966	100	96	102	102	100	89	97	101	96	107	103	104	100	101	106	102	93
(£137 million)	1967	100	97	104	102	99	94	100	96	104	104	104	104	99	102	104	101	93
	1968	100	96	103	101	100	90	97	100	100	105	102	104	100	100	104	104	94
	1969	101	97	105	103	106	93	97	101	102	109	103	103*	101	104	106	104	92
	1968	—	*- 1*	*- 1*	*- 1*	*2*	*- 4*	*- 3*	*4*	*- 4*	*1*	*.*	—	—	*2*	—	*3*	*1*
	1969	1§	*1*	*2*	*2*	—	*4*	*- 1*	*1*	*2*	*4*	*1*	—	*1*	*4*	*2*	—	*- 2*
Laundries	1966	100	98	101	100	100	95	100	100	96	105	102	104	98	99	105	103	95
(£81 million)	1967	100	97	103	100	99	98	100	95	102	104	103	104	99	99	102	102	93
	1968	101	97	102	101	102	95	98	99	98	105	103	105	100	99	105	106	96
	1969	104	101	105	105	103	99	100	103	101	110	105	107*	103	105	108	108	96
	1968	*1*	—	*1*	*1*	*3*	*- 3*	*- 2*	*4*	*- 5*	*1*	*1*	*1*	*1*	*1*	*3*	*4*	*3*
	1969	3§	*3*	*3*	*4*	*2*	*4*	*2*	*4*	*3*	*4*	*2*	*2*	*3*	*6*	*3*	*2*	—
Dry-cleaners, etc.	1966	100	93	104	104	99	81	93	103	97	111	103	105	102	105	108	101	90
(£56 million)	1967	101	96	105	104	99	88	101	99	106	105	104	103	100	108	107	99	91
	1968	99	94	103	100	98	82	96	102	104	105	101	101	99	101	103	102	90
	1969	97	92	103	99	95	84	91	98	103	108	100	96*	97	104	103	98	85
	1968	*- 2*	*- 2*	*- 2*	*- 3*	*- 1*	*- 6*	*- 4*	*4*	*- 2*	—	*- 3*	*- 2*	*- 1*	*- 6*	*- 4*	*2*	*- 2*
	1969	*- 2§*	*- 3*	—	*- 1*	*- 3*	*3*	*- 5*	*- 4*	*- 1*	*2*	*- 1*	*- 4*	*- 2*	*3*	—	*- 3*	*- 5*

For notes see Table 1.

Table 3. Hairdressers

Index numbers of turnover per week *and percentage increase on a year earlier†* — 1966 = 100

Kind of Business (Turnover in 1966 Provisional estimates)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Hairdressers	1966	100	95	100	102	103	91	94	99	100	102	99	104	103	100	100	98	108
(£136 million)	1967	102	98	102	104	104	96	98	101	101	103	102	105	105	101	101	101	110
	1968	104	98	104	106	107	94	98	102	104	103	105	108	107	105	103	103	113
	1969	104	101	105	106	106	99	98	104	106	107	104	107*	108	103	105	104	107
	1968	*2*	—	*2*	*3*	*3*	*- 2*	*- 1*	*1*	*3*	—	*3*	*2*	*2*	*3*	*2*	*3*	*3*
	1969	1§	*3*	*1*	—	*- 1*	*5*	—	*3*	*1*	*4*	*- 1*	—	*1*	*- 1*	*2*	*1*	*- 5*
Men's hairdressers and men's hairdresser-tobacconists	1966	100	94	98	104	105	95	92	93	95	98	100	105	103	103	102	98	113
(£27 million)	1967	103	97	99	106	108	99	98	96	96	98	103	109	105	104	102	102	116
	1968	105	97	103	109	110	100	98	95	100	98	109	109	108	109	103	104	121
	1969	108	100	105	112	115	101	98	99	102	103	109	112*	114	110	111	108	122
	1968	*2*	—	*4*	*3*	*2*	*1*	—	*- 1*	*5*	—	*6*	*1*	*3*	*5*	*1*	*2*	*4*
	1969	3§	*2*	*2*	*3*	*4*	*1*	*1*	*4*	*1*	*5*	—	*2*	*5*	*1*	*8*	*4*	*1*
Women's hairdressers and men's and women's hairdressers	1966	100	95	101	102	102	90	94	101	102	103	99	104	102	99	99	98	106
(£109 million)	1967	102	99	103	103	103	95	99	103	103	104	101	104	104	101	100	100	107
	1968	103	98	105	105	106	92	98	104	106	105	103	107	107	103	103	103	110
	1969	103	101	106	104	102	99	97	106	107	109	102	106*	106	101	102	102	102
	1968	*2*	—	*2*	*3*	*3*	*- 2*	*- 1*	*1*	*3*	*1*	*2*	*3*	*2*	*2*	*3*	*3*	*3*
	1969	*-§*	*3*	*1*	*- 1*	*- 3*	*7*	*- 1*	*2*	*1*	*4*	*- 1*	*- 1*	*- 1*	*- 2*	—	*- 1*	*- 7*

For notes see Table 1.

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, WC1

Census of distribution for 1971

THE BUSINESS STATISTICS Office* will take a census of retailing and related service trades for 1971. The census, which will cover Great Britain, will be the third full census to be taken in the distributive field; previous full censuses were taken for 1950 and 1961 with intervening sample surveys for 1957 and 1966.

A census of distribution serves to provide information needed by commerce and industry and by Government, central and local. It provides retailers with operating ratios against which to judge their own performance and market researchers with a picture of the market and its opportunities and of the structure of retailing. It provides the Government with figures on which to base important series like the index of retail sales and consumers' expenditure on different groups of commodities and measures of the relative importance of different sectors of the retail trade. It also provides a framework for later sample inquiries from which are derived the regular series of current monthly and quarterly statistics. The results of the census are widely used by local authorities, by those concerned with planning and by university and other researchers to throw light on local patterns of trade.

Censuses are taken under powers conferred on the Board of Trade by the Statistics of Trade Act, 1947. In accordance with this Act the Board of Trade, has appointed an Advisory Committee to advise on the preparations of forms and instructions to be used in the census and on the making of Orders under the Act. The members of the Census of Distribution Advisory Committee for the 1971 census are:

Mr. J. Stafford	Board of Trade (Chairman)
Mr. E. F. Bates	Edward Bates Ltd., Chatham
Mr. R. E. Beales	Central Statistical Office
Dr. J. B. Bracewell-Milnes	Confederation of British Industry
Mr. R. Bradshaw	410 Holcombe Road, Greenmount, Bury, Lancs.
Mr. J. W. Cameron	Beecham Products (UK), Brentford, Middx.
Miss Eileen Cole	Unilever Ltd., London
Mr. H. G. Daniels	Alfred Simmons & Co., Redhill, Surrey
Mr. J. W. Fall	Head of Research and Intelligence Unit, Sheffield Corporation
Mr. M. C. Fessey	Business Statistics Office
Lady Hall	Somerville College, Oxford
Professor K. S. Lomax	Dept. of Management Sciences, Manchester Institute of Science
Mr. B. Lyons	United Drapery Stores Ltd., London
Dr. B. Mitchell	Business Statistics Office
Mr. J. Phillips	Union of Shop, Distributive and Allied Workers
Mr. A. G. Sturt	The Stores, Brampton, Huntingdon
Mr. G. C. Walton	John Lewis Partnership Ltd., London
Mr. D. L. Wilkinson	Co-operative Union Ltd.

The Joint Secretaries of the Committee are Mr. R. W. Makepeace and Miss H. G. Morgan, Business Statistics Office, Chartist Tower, Dock Street, Newport, Mon. NPT 1XG.

The Committee held its first meeting on February 5.

It is planned to give to each trader coming within the scope of the census notification of the information he will be asked to provide well before the census forms are issued by post in January 1972. A booklet will be issued to all traders in order to stimulate interest in and response to the census. Trade Associations covering the types of business within the scope of the census will also receive advance notification. Full details of the information to be provided on the census will be announced towards the end of 1970.

* The Business Statistics Office is being developed out of the Board of Trade's Census Office. In addition to this census of retailing, it is charged with constructing a new system of industrial statistics and with setting up a Central Register of Businesses to replace the separate registers maintained by Departments for their various statistical inquiries.

New Companies Registered

BELOW ARE DETAILS of new companies registered in Great Britain during January 1970 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Total	Public Companies	Private Companies
Not exceeding £100	1,365	—	1,365
Over £100 but under £1,000	89	—	89
£1,000 but under £10,000	516	—	516
£10,000 but under £50,000	95	—	95
£50,000 but under £100,000	14	—	14
£100,000 but under £1,000,000	8	—	8
£1,000,000 and over	—	—	—
Total number	2,087	—	2,087
	£ thous.	£ thous.	£ thous.
Total amount of Nominal Capital	5,528	—	5,528

Companies registered in Great Britain in 1969 and 1970

	1969		1970	
	Number	Nominal Capital £ thous.	Number	Nominal Capital £ thous.
January	2,077	6,597	2,087	5,528
February	1,892	7,408		
March	2,227	25,151		
April	2,066	5,614		
May	2,089	6,272		
June	1,979	5,643		
July	2,133	10,764		
August	1,880	4,667		
September	1,841	6,324		
October	1,806	5,062		
November	1,988	4,221		
December	2,150	4,399		
Total	24,128	92,122		

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960, to 1966, during the week ended Friday, February 13,1970
Br/E indicates that the film is a British quota film

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Dancing Shoes	Br/E 34612	9	February 9	Border Film Productions (London) Ltd.	Border Film Productions (London) Ltd.
Nutcracker Suite	Br/E 34613	9	February 9	Carlyle Pictures Ltd.	Carlyle Pictures Ltd.
Movietone News 2123	Br/E 34645	6	February 13	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2123A	Br/E 34646	8	February 13	" " "	" "
Pathe News 70-12	Br/E 34592	7	February 13	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 70-13	Br/E 34593	7	February 13	" " "	" "
				FOREIGN	
Marooned	F 34614	133	February 9	Columbia Pictures Corporation Ltd.	Frankovich Productions Inc.
Pigsty (Porcile)	F 34615	98	February 9	Eagle Films Ltd.	I.N.D.I.E.F., Rome, IDI Cinematografica, Rome, Film Dell'orso, Rome and Capac, Paris
Pookie	F 34616	107	February 9	Paramount Pictures (U.K.) Ltd.	Boardwalk Productions Inc.
New England's Heritage Trail	F 34617	15	February 9	" "	Paramount Pictures Corp.
Alice's Restaurant	F 34618	110	February 9	United Artists Corporation Ltd.	Horin Corp.
Model Shop	F 34619	92	February 10	Columbia Pictures Corporation Ltd.	Columbia Pictures Corp.
Punch-Up In Istanbul	F 34620	90	February 12	Richard Schulman Entertainments Ltd.	Les Films Leitienne, Paris
Wages of Sin	F 34621	90	February 12	" "	Cine Pix Montreal
Run Angel Run	F 34622	95	February 12	Grand National Pictures Ltd."	Fanfare Film Productions Inc.
The Gay Deceivers	F 34623	91	February 12	" "	" "
Schooners of the Caribbean	F 34624	33	February 12	United Artists Corporation Ltd:	Park Gate Productions Ltd:

Selected assets and liabilities of finance houses

AT THE END of 1969, the instalment credit debt owed to finance houses totalled £819 million. This was £24 million less than at the end of 1968, and £23 million less than at the end of September, 1969. The fall during the fourth quarter was wholly due to seasonal factors: on a seasonally adjusted basis (and excluding agreements block discounted by retailers) debt owed to finance houses increased during the quarter by £4 million.

Among the other selected assets, the value of goods owned which are the subject of hiring, leasing or rental agreements rose during the quarter by £8 million to £127 million, and trade investments and investments in unconsolidated subsidiaries increased by £4 million. Overall, selected assets fell by £9 million during the quarter.

The largest single change in selected liabilities in the fourth quarter was a decrease of £20 million in borrowing from United Kingdom banks, which more than counterbalanced an increase of £17 million in borrowing from United Kingdom non-financial companies, resulting in a small decrease in the total for other borrowing. A reduction of £7 million in total deposits was made-up of lower deposits by United Kingdom banks (£11 million) and other United Kingdom financial institutions (£5 million), partly offset by an increase of £9 million in deposits by United Kingdom non-financial companies (which during the year as a whole rose during the quarter but there were reductions of £53 million). Issued capital and reserves increased by £5 million in bills discounted and £3 million in unearned finance charges. In total, selected liabilities were reduced by £12 million.

Rebasing of the Series

These estimates have been rebased using the results of the inquiry made to finance houses in respect of business in the year 1965. This inquiry, which was taken under the Statistics of Trade Act, 1947, was designed to provide new benchmark figures for the monthly and quarterly series of finance house new credit, debt, assets and liabilities. The rebased series of new credit and debt were published in an article in the *Board of Trade Journal* of December 10, 1969, in which the inquiry was briefly described.

The effect of the rebasing has been to increase the figure for debt outstanding (which includes block discounted debt) at the end of 1965 from £894 million to £933 million, there are also smaller changes in the figures for other selected assets and liabilities. These changes result from the use of a new register and the obtaining of more comprehensive figures. Estimates of the value of goods owned by finance houses which are the subject of hiring, leasing or rental agreements are published for the first time.

Selected assets and liabilities of finance houses

£ million

	Holdings at							
Selected Assets	31 Dec. 1965	31 Dec. 1966	31 Dec. 1967	31 Dec. 1968	31 Mar. 1969	30 June 1969	30 Sept. 1969	31 Dec. 1969
Assets with United Kingdom financial institutions other than banks	7	12	9	7	8	7	8	10
Trade investments and investments in unconsolidated subsidiaries	52	48	63	48	48	47	51	55
Other securities	21	35	24	18	28	22	26	23
Hire purchase, credit sales and other instalment credit outstanding (†)	933	842	824	843	834	843	842	819
Other advances and loans	140	127	133	115	108	104	104	107
Goods the subject of hiring, leasing or rental agreements	50	52	64	95	103	109	119	127
Total	1,203	1,116	1,117	1,126	1,129	1,132	1,150	1,141
Selected Liabilities								
Bills discounted with United Kingdom banks and discount houses	107	106	98	109	105	102	102	97
Deposits:	654	648	591	612	627	637	643	636
of which:								
(a) United Kingdom Banks	105	81	85	109	99	106	115	104
(b) Other United Kingdom financial institutions	57	68	66	88	102	95	88	83
(c) United Kingdom non-financial companies	256	255	248	269	277	293	313	322
(d) Other United Kingdom residents	102	114	104	103	111	110	101	101
(e) Overseas residents	134	130	88	43	38	33	26	26
Other borrowing:	140	55	95	87	83	79	70	68
of which								
(a) United Kingdom Banks (net) (‡)	111	43	77	72	70	66	57	37
(b) Other United Kingdom financial institutions	12	5	9	7	7	7	7	8
(c) United Kingdom non-financial companies	3	1	1	1	1	1	1	18
(d) Other United Kingdom residents	14	6	8	7	5	5	5	5
(e) Overseas residents	—	—	—	—	—	—	—	—
Unearned finance charges	110	86	93	102	100	101	102	99
Issued capital and reserves (§)	196	180	191	198	200	196	196	201
Total	1,207	1,075	1,068	1,108	1,115	1,115	1,113	1,101

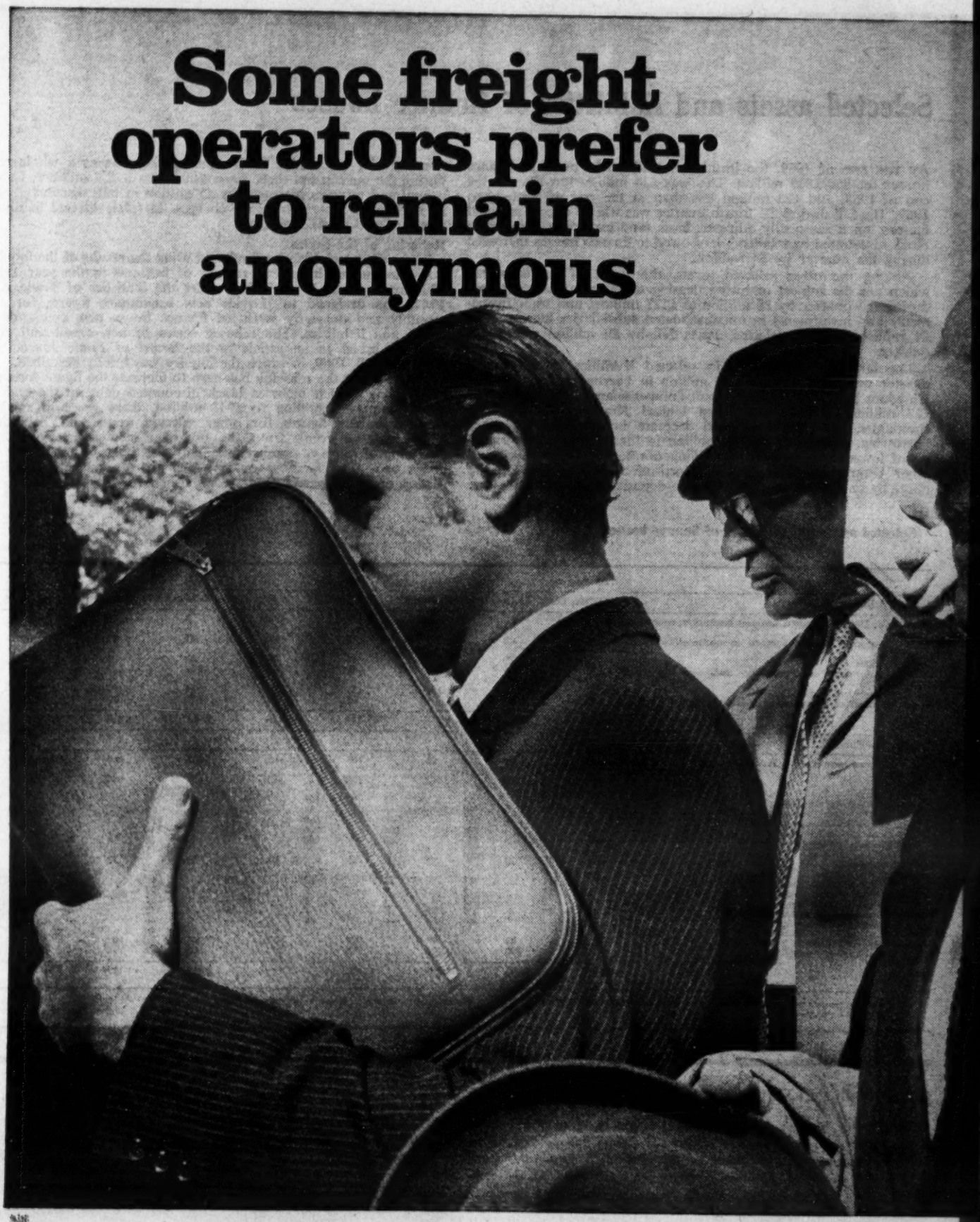
(†) Including agreements block discounted with finance houses by retailers.
(‡) Cash and balances with United Kingdom banks have been deducted from this item.
(§) As shown on each company's last balance sheet.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Some freight operators prefer to remain anonymous



We don't. There's no point, it seems to us, in being one of the world's largest containerised door to door export freight operators, if you can't boast a bit about your service at local level.

So we'd sooner you knew everything about us. Even the name of the man who runs our office in your area. For he's the one you'll be talking to about the equipment you need to shift your load, perhaps at very short notice.

And whatever that load, the best route it can take from your door to your customers wherever they are in Ireland, in Scandinavia or anywhere in Continental Europe. He'll even tell you where your load is at any stage along its journey whenever you wish to know.

After all, it's not for nothing that, in twenty-one years, we've built one of the most efficient freight businesses as well as the biggest. Able to understand your problems down to the very last detail. All we need now is for you to put our claims to the test.

You'll find our name in your local phone book, and a person to person export freight opportunity at the end of the line.

Containerway

Containerway have a way with freight

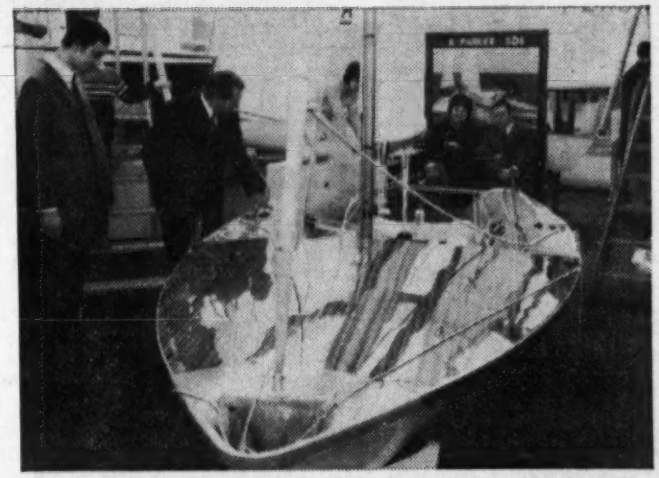
there's an office in your area

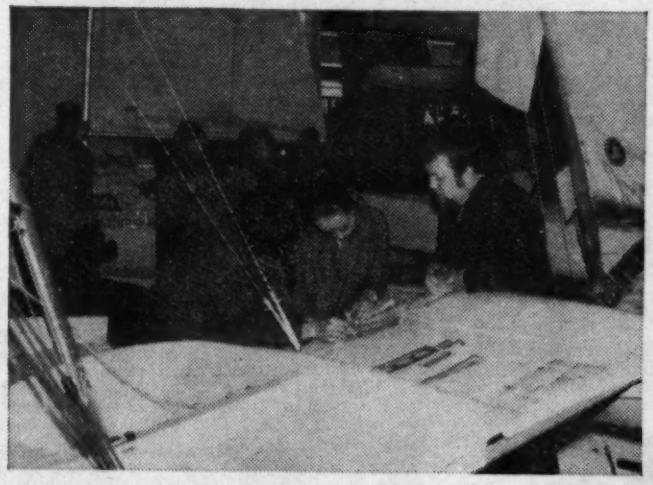
B/A

Exhibitions and Fairs

British boat boom in Germany

By L. W. V. Raybould, Vice-Consul(Commercial), British Consulate-General, Hamburg





Pictures taken at the Hamburg Boat Show, left: visitors inspecting the superb finish of Parker's International 505; and right: a sale for the Bassett Lowke catamaran.

WHEN THE annual Hamburg Boat Show closed its doors on February 7, most of the trailers and lorries which had brought their gleaming loads into the halls a fortnight previously returned empty – nearly every boat had been sold. Once more this truly international event, the most important on the continent of Europe after the London Boat Show, had proved that Hamburg is the place to sell boats, engines, nautical instruments, fittings and sports clothing.

Some 500 exhibitors from 25 countries showed more than 900 boats and yachts with prices up to £45,000. One hundred and sixty two thousand visitors from 42 countries visited this superbly staged event. A measure of its popularity may be gauged from the fact that in 10 years it has grown from 75 exhibitors with 65 boats to the present figures, with an estimated £3 million business done at this latest show.

As usual a British joint venture was staged with the assistance of the Board of Trade under the sponsorship of the Ship and Boat Builders National Federation. Twenty-four firms took part, forming the largest foreign contingent. All expressed satisfaction with business done and the range of good inquiries. One firm sold 28 boats and another booked orders for 22 Catamarans. Many went away with full order books for 1970. Even firms who were not represented benefited from the presence of the British boating industry. A buying mission from Eastern Germany placed orders for sails and masts to the value of some £2,000 with an absent British firm while even foreign boat builders received many inquiries for the various British fittings used on their boats.

HM Consul (Commercial) in Hamburg acted as joint host with the British Boating Industry at a reception given at the Consulate at the beginning of the boat show. Mr. F. Brooks Richards, HM Minister at the British Embassy, Bonn, himself a keen yachtsman, attended the function and visited the British exhibitors on their stands the following morning.

The sales of boats and equipment in the Federal Republic of Germany was estimated to be about £25 million in 1968 and the growth rate has increased from year to year. The forecast for 1970 is 5-7 per cent.

Five hundred thousand Germans take their recreation on the water and there are expected to be nearly 200,000 boats in use by the end of 1970.

British yachts, motor boats and dinghies are deservedly popular in Germany. Three times as many were sold in 1969 as in 1968 and the opportunities for further increased sales are there for the taking. There were long waiting lists for space at the 1970 boat show but the authorities are building further halls which will be in use before the next show which will take place from January 22-31, 1971. British firms seriously interested in selling to the highly sophisticated and demanding German market should make an early booking with the Ship and Boat Builders National Federation to avoid the disappointment experienced by many who were unable to obtain space at the the 1970 show.

Mrs Dunwoody in Cologne

MRS. GWYNETH DUNWOODY, Parliamentary Secretary, Board of Trade, visited the International Household Goods and Hardware Fair in Cologne on February 15, and attended the British exhibitors' press conference, the Cologne Fair Authorities' reception for overseas exhibitors and the opening of the fair.

Mrs. Dunwoody called on the stands of the 95 British companies taking part in seven joint venture schemes sponsored by the Board of Trade and the relevant trade associations: the Association of Manufacturers of Domestic Electrical Appliances; the British Artmetal Manufacturers' Export Group; the Engineering and Building Centre; the Federation of British Hand Tool Manufacturers; the Federation of British Horticultural Exporters Ltd.; the Hardware Manufacturers' Association; and the United Kingdom Cutler and Silverware Manufacturers' Association. The British displays occupy an area of 19,500 sq. ft. where firms are exhibiting a comprehensive range of consumer durable products including hand tools, locks, domestic electrical appliances and components, kitchenware, cutlery, garden implements and art metal work.

Record number of UK firms at IEEE '70, NY

TO DATE, 38 United Kingdom electronic companies have confirmed their intention to participate in the 1970 IEEE Electronics Show and Convention at the New York Coliseum from March 23-26. This is the largest number ever to show collectively at any United States trade show, and should ensure the United Kingdom the distinction of again being the major 'foreign' group. A United Kingdom information booth will be an additional feature this year, in order to deal with the large number of general inquiries expected on the United Kingdom electronics industry.

This will be the third participation in the IEEE event by the United Kingdom industry under the sponsorship of the United Kingdom Electronic Engineering Association (EEA), in a joint venture in co-operation with the Board of Trade, the Scientific Instrument Manufacturers' Association (SIMA) and the Electronic Components Board (ECB) in London, and with the British Trade Development Office and British-American Chamber of Commerce in New York.

Successful Hanover Constructa for British building group

A report from the British Consulate-General, Hanover

CONSTRUCTA 1970 took place on the well-known Hanover Fairground from January 24-February 1. It attracted a total of 1,178 exhibitors from 16 countries. The 10 halls occupied on this large exhibition site provided a gross exhibition area of 129,418,000 square metres. During the course of the exhibition there were some 13 conferences on various aspects of the building industry such as the 3rd German Prefabrication Building Conference, the 43rd Congress of the Federation of German Architects BDA, a conference on concrete, another on timber, yet another on masonry, a conference on steel and a scientific forum entitled Community House Planning.

The fair authority, in conjunction with the Hanover City authority, arranged tours of the City to inspect various development projects including work on the underground transport system.

Provisional figures issued by the fair authority show that at least 170,000 visitors attended the exhibition, an increase of some 50 per cent on the exhibition held three years ago in Hanover. Of these 4,300 came from 47 countries. A very large percentage of these visitors were professionals and technicians which produced an exceptionally high volume of serious inquiries, not only from manufacturers, agents and wholesalers but also from architects and construction engineers. The vast majority of exhibitors expressed themselves well satisfied with the results of the exhibition, which has been hailed as a great success in the technical press.

As second largest foreign exhibitor, Britain had 18 firms exhibiting at Constructa 1970. The Board of Trade sponsored a joint venture with the Building Materials Export Group on which there were 13 exhibitors. All were extremely pleased with the results achieved, which in the main had exceeded their expectations. One firm for instance, came to Constructa with the object of finding 10 agents. They had established contact with 50 and are now in the happy position of being able to pick and choose. After only three days at the exhibition, Mr. Eric Reed of Cellactite Division of British Uralite Group Ltd. expressed surprise at the number of inquiries they had received from all over the world and mentioned in particular Brazil, Australia, Czechoslovakia, Norway, Denmark, France and Belgium, not to mention Germany itself. The general sales manager of Boscombe Engineering, Mr. Mason, said that the opening two days had been extremely good with a very high calibre of visitors. An outstanding feature was the number of experts from nearby Scandinavian countries. This was excellent from their point of view because they were looking for agents in those countries. Even at that early stage they had also had a tremendous amount of interest for distributorships from German agents, which was the main reason for their exhibiting at Hanover. The company already has an agent in southern Germany and wishes to establish itself in the northern part of the country as well.

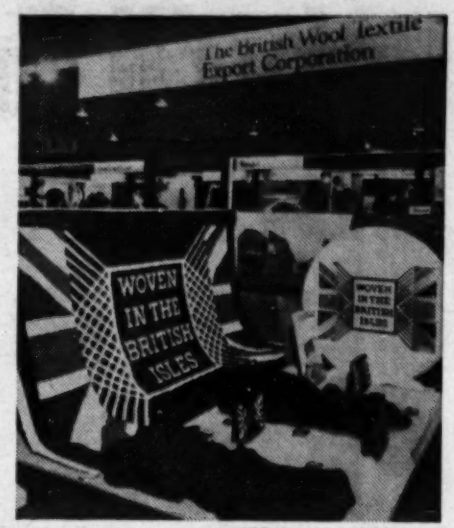
Mr. Mason was able to record later that they had received requests for 60 firm quotations for their space-heating machines, each quotation being for four or five machines. He expected that by the end of the show they would have sold some 200 machines in Germany. In addition, they had had 29 firm inquiries for distributorships from neighbouring countries such as Denmark, Sweden, Holland and Belgium. Mr. Mason thought that from their point of view the exhibition had been an unqualified success.

On January 26 Mr. Charles Loughlin, Parliamentary Secretary to the Ministry of Public Building and Works, visited the fairground and after a short welcome by the Hanover Fair Authority was shown around the principal German exhibitors. He then toured the British joint venture stand and held a press reception at which he praised the British effort at Constructa 1970. While Mr. Loughlin was on the stand a German television camera team recorded the event and this was broadcast in the north German regional programme that same evening.

All the British exhibitors were extremely pleased with their efforts at Hanover and the results that they had obtained. All of them were satisfied that they had more than achieved their aims in coming to the exhibition, and in the main were of the opinion that they would exhibit again at such an event.

The next exhibition in the series will be BAU-International Trade Exhibition of Building Materials, Structural Element and Interior Finishing, which will be held in Munich from February 5-13, 1972. The organizers will be: Münchener Messe-und Austellungs G.m.b.h., 8 Munich 12, Theresienhöhe 13, Postfach 12; the London agents are: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1.

Firms wishing to take part in a joint venture at this exhibition should write to the Building Materials Export Group, Suite 18, Chantry House, Eccleston Street, London, S.W.1.



The National Wool Textile Export Corporation is now literally 'showing the flag' in the industry's overseas markets. Its 'Woven in the British Isles' certification trade mark has been reproduced on a banner measuring 6 ft. x 4 ft., which was shown for the first time at the recent European Men's Wear Exhibition (SEHM) in Paris. The Corporation intends to offer these flags to retail stores staging displays of British wool textiles. Mr. Donald A. Robinson, the Corporation's European promotion manager, reports that French, German, Dutch, Belgian and Italian clothing manufacturers exhibiting at SEHM included garments made from British wool cloth in their collections.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets covering over 100 individual countries, provides useful information on such subjects as travel, useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, *Ext.* 7146).

Blackpool's shop window for the British gift industry

THE INTERNATIONAL Gifts Fair held at Blackpool from February 1 to 5, celebrated its 'Coming of Age' by generating sample export orders worth approximately £7.5 million, an increase of £1 million when compared with last year's figure. The overall attendance estimated at 32,500, was slightly down. This figure included 4,000 buyers from 45 overseas countries, and the display areas, totalling 500,000 sq. ft. and dispersed between the Winter Gardens, Metropole Hotel, Talbot Hall and the Golden Mile Centre, were generally crowded from the opening, with buyers viewing a wide range of wares, displayed by some 1,200 exhibitors. Total sample orders taken during the fair were estimated at £16 million, a slight decrease on last year's figures.

The range covered the industry's field and again demonstrated the high standards and qualities of British craftsmanship. The exhibitors state that the overseas buyers had been greatly impressed by quality, design and price, and orders placed had reflected their confidence in British products. Buyers found much to interest them in the displays of silver plate, pewter, trolleys and trays, stainless-steel tableware, leather goods, jewellery, watches, clocks, china and glassware, and the many other products which contributed to the diverse range of the industry. One group of manufacturers showing tableware, pottery and other items won multi-thousand pound orders from Italy, France, Portugal, Norway, Spain, Switzerland and the West Indies. Another firm sold 5,000 aerosol carpet cleaners to Morocco, whilst a local manufacturer sold thousands of beribboned fabric mice to the United States, Portugal and Finland. A representative of a Paris organization who is responsible for buying advertising gifts surprised many salesmen with some of his sample orders which ranged between 10,000 and 50,000 articles. Quotations for bulk supplies are having to be forwarded to Paris.

The Board of Trade stand dealt with a steady flow of inquiries for tariff details and status information on potential overseas agents and distributors. Information about forthcoming overseas exhibitions, fairs and missions was also in demand. An above average number of inquiries was received for general information about the range of Government services available to exporters by firms who had received orders from overseas buyers for the first time. The inquiries were often from the smaller manufacturers, and the possible explanation is that more overseas buyers were placing more orders. The information on computerized export intelligence, shown as one of the main themes of the stand, generated a good deal of interest, and favourable comments on the likely merits of the new system were expressed.

Despite the slight fall in the attendance figures, and the value of home orders, there can be no doubt that the fair has again proved to be one of the world's leading shop windows for the gift industry.

You'll find these British Exhibitors at the Lyon International Trade Fair, 14-23 March 1970.

LONDON CHAMBER OF COMMERCE
69 Cannon Street, London E.C.4

Mixed Industries
City Timber Ltd.
Hill Thomson & Co. Ltd.
Spear & Jackson Ltd.
Carreras (Overseas) Ltd.
Tanqueray Gordon & Co. Ltd.
Chiltonian Ltd.
George Ballantine & Son Ltd.
Kellog Co. Ltd.
John Walker & Sons Ltd.
Berry Bros. & Rudd Ltd.
Falcon House Group
J. & G. Stodart

Mixed Engineering
Spear & Jackson Ltd.
Lansing Bagnall Ltd.

and numerous others through their agents

GIFTS & FANCY GOODS ASSOCIATION
St. Dunstans House, Carey Lane, London E.C.2

A. W. Laminates
Slatex Decoration Ltd.
Legend Products
Helenware Kitchenware
Lloyd Pascal & Co. Ltd.
D. P. Graham Ltd.
Nelson Agencies
Harrison Photomechanics Ltd.
Goods & Chattels
Sari Fabrics Ltd.

BUSINESS EQUIPMENT TRADE ASSOCIATION 109 Kingsway, London W.C.2

Gestetner Duplicators Ltd.
Lamson Paragon·Sumlock Comptometer·Bell Punch
Master Addresser Ltd.
Rotaprint Ltd.
Evertaut Ltd.

Come along to see whether you should join them next year.

Additional trade groups in 1971 will include Heating, Ventilation and Air-conditioning (Expotherm); Hardware; Building Equipment; Garden Furniture; Beauty Products and Equipment; Agricultural Machinery. Exhibiting at Lyon will also help you to establish local agencies throughout France, in this, France's leading Trade Fair with over 600,000 visitors.

Enquiries re information regarding Lyon Fair:

EXHIBITIONS & TRADE FAIRS INTERNATIONAL LTD.
10 Clifford Street, London W.1. Tel: 01-734 0511

Enquiries re travel:

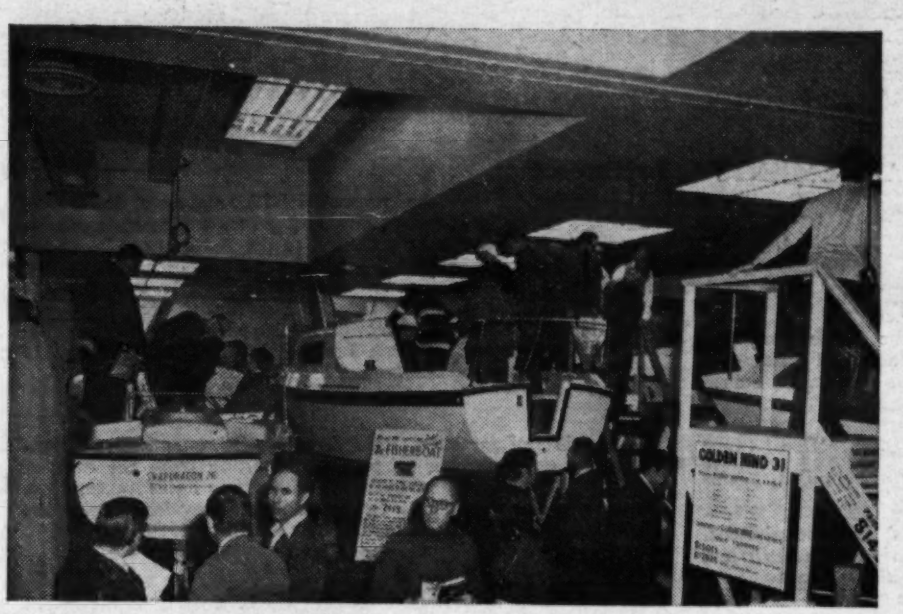
FRYER TRAVEL LIMITED,
315 Oxford St., London W.1. Tel: 01-499 3651 (20 lines)

Fly AIR FRANCE to Lyon

A feature of the Fair is British Day (17th March) and with this in mind, Air France are offering special all-in travel terms from London to Lyon by Caravelle on Monday 16th March returning on Thursday 19th March. The all-inclusive cost is £61.0.0.

New York boat show promotes our US exports

by J. MacIver, Vice-Consul (Commercial), British Consulate-General, New York



Left: Boats from Britain were a popular feature at the New York Boat Show. Right: Discussing the success of the British exhibit, left to right: Mr. J. C. M. Mason, director, British Trade Development Office; Mr. L. Churchouse, director, Honnor Maine Ltd.; M. J. MacIver, Vice-Consul (Commercial); and Mr. G. Dixon.

THE BRITISH boating industry gives a very good example of the successful use of the joint venture and mission schemes in promoting exports to the United States. Since January 1965, when the Ship and Boat Builders National Federation first had a small information stand at the New York show, the industry has taken part in five missions and 12 exhibitions. Exports in 1969 amounted to $7 million, with estimated sales of $12 million for 1970.

This success story continued at this year's New York show, which ran from January 21 to February 1. Results reported by the 22 firms in the joint venture group are extremely satisfactory, as orders taken at the show alone amounted to over $500,000 and in addition many of the British firms were approached by dealers and agents who wish to handle British products.

Westerly Marine Construction, the first sail boat builder to win the Queen's Award, reported good business, and Dell Quay, who have done outstandingly well since they exhibited at the Miami Boat Show in February last year, are looking forward to even greater success this year with their range of unsinkable 'Dory' boats. Peter Storm and Henri Lloyd, the foul weather clothing manufacturers, both reported tremendous interest in their products and Electronic Laboratories not only had a successful show from the point of view of sales, but were awarded a plaque by the American National Marine Electronics Association for their Seafarer echo-sounder as it is considered on of the best sold in the United States. Honor Marine's all-purpose family boat, the glass fibre 'Drascombe Lugger', was a real crowd stopper, and Hurley-Marine are confident that they will increase by 50 per cent the already considerable sales of their two popular four berthers. Avon Rubber who were part of the joint venture last year were among several other British firms who exhibited independently.

The Ship and Boat Builders National Federation manned an information stand and received over 300 inquiries for British boats and marine products, and considerable sales should result.

Six British firms were exhibiting at the show for the first time, and together with the other exhibitors were extremely happy about their results. A number are going on to the Miami Boat Show and plans are also under way for British firms to exhibit at the Marine Trade Show in Detroit later in the year. Most of the British companies confidently expect to return to New York again next year and to increase even further the British penetration of the United States boating scene.

At the Leipzig International Spring Fair in March, ICL are exhibiting a fully operational System 4-50 computer comprising a central processor with 131kb store, four 60kb magnetic tape units, one card reader, one paper tape reader, one medium speed line printer, and two exchangeable disc stores. Picture shows the two vehicles containing the system setting out on their 1,000-mile journey from Winsford, Cheshire, where the 4-50 was manufactured.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom and Hungary

AN ARRANGEMENT for trade in 1970 under the Anglo-Hungarian Trade Arrangement 1968-72 was signed in London on February 12. Details will be published in the *Board of Trade Journal* on February 25.

Double taxation relief

TWO DRAFT ORDERS entitled The Non-Residents' Transitional Relief from Income Tax on Dividends (Extension of Period) Order 1970 and The Transitional Relief for Interest and Royalties paid to Non-Residents (Extension of Period) Order 1970 were published on February 9. The Draft Orders are subject to approval by the House of Commons.

The Draft Orders extend respectively the operation of Sections 31 and 32 of the Finance Act 1966, in each case by a further period of one year.

Iceland and EFTA

ALL MEMBER GOVERNMENTS of the European Free Trade Association have now informed the Secretary-General of their formal approval of Iceland's accession to EFTA. As published in the *Board of Trade Journal* of February 11, page 344, Iceland will, therefore, become a member of EFTA with effect from March 1, 1970.

The European Free Trade Association (Iceland) Order 1970 (S.I. 1970, No. 157) published on February 10, accordingly makes provision for Iceland to be treated as part of the EFTA Area for the purposes of imports into the United Kingdom. From March 1, 1970, therefore, when the Order comes into operation, Iceland's goods will on importation into the United Kingdom be eligible for entry, free of protective duties, and materials of Icelandic origin embodied in goods from other EFTA countries will help to qualify them for EFTA tariff treatment. Copies of the Order are available from HMSO at price 4d. (by post 8d.).

Under the agreement which has been reached, Iceland will have a 10-year period in which gradually to dismantle protective duties on her imports from EFTA. For their part, the present EFTA countries will admit goods of Icelandic origin free of protective duties, as from the date of Iceland's accession, to the same extent as they accord duty free treatment to imports from each other. A summary of the main provisions of the Icelandic membership agreement is given below.

Tariff reductions

The agreement by the present EFTA members to import Icelandic manufactures free of duty and quotas will be implemented immediately upon Iceland's accession to the Association. From the same day, Iceland will start a gradual reduction of her protective import duties on industrial products from EFTA. Basically the timetable calls for an immediate 30 per cent reduction on the existing protective duties, followed by 10 per cent reductions on January 1, 1974, and on each January 1 thereafter, the final 10 per cent being removed on January 1, 1980.

Quotas

On the date of accession, Iceland will abolish quantitative import restrictions on a number of products. Starting from the date of accession the remaining restrictions, with a few agreed exceptions, will be abolished gradually in the manner provided for by the Convention, so as to be eliminated by the end of 1974.

Exports of frozen fish fillets

From the date of accession Iceland will be a party to the recent Understanding between the United Kingdom and Denmark, Norway and Sweden concerning the regime applied from January 1, 1970, to Nordic exports of frozen fish fillets to the United Kingdom.

All inquiries relating to this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467, 482).

Malagasy Republic and Malawi

THE MALAGASY *Journal Officiel* of January 3, 1970 announced that a trade and cultural agreement between Madagascar and Malawi signed on March 19, 1966 was ratified on December 16, 1969. The agreement will be valid for two years from the date of ratification and thereafter will be renewable by tacit agreement.

The agreement provides for educational, scientific, technical and cultural exchanges and for co-operation over tourism.

The clauses in the agreement concerning trade contain no unusual provisions. Each country is to accord the other most favoured nation treatment although this will not prejudice the advantages given now or in the future to member countries of a customs union or to neighbouring countries for the facilitation of border trade. Provision is made for consultation in time of balance of payments difficulties. The agreement includes lists of products to be exchanged.

Among the products to be exported from Madagascar to Malawi are: coffee, spices, fruit and vegetables, biscuits, precious and semi-precious stones.

Among the products to be exported from Malawi to Madagascar are: tobacco, tea, rice, cotton, skins and hides, wood, meat and meat preparations.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Exts. 408, 423 and 288) where the French text may be seen.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the Board of Trade Journal *should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1* (01-248 9876, *Ext.* 6147).

Spain and the UAR

IN THE *Board of Trade Journal* of June 7, 1968, page 1762, a Trade and Economic Co-operation Agreement between Spain and the United Arab Republic was reported.

The Spanish publication *Informacion Comercial Espanola* of January 15 announced that the Third Protocol to the Agreement was annexed in Cairo on July 12, 1969.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462), where the Spanish text may be seen.

Portugal: HM Consulate-General, Oporto

HM CONSULTATE-GENERAL in Oporto will close in March and with effect from March 16, 1970, all correspondence normally addressed to that post should be addressed to the British Embassy in Lisbon. It should be borne in mind, however, that Export Services Branch is often able to answer queries and preliminary inquiries should be addressed there. (Tel. 01-248 5757).

An Honorary Consulate will eventually replace the Consulate-General in Oporto, but no date has yet been fixed for this. Details will be published when the date is available.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2340/2341).

Hints to businessmen booklets

REVISED EDITIONS of the booklets on Costa Rica and USSR have been published in the 'Hints to Business Men' series.

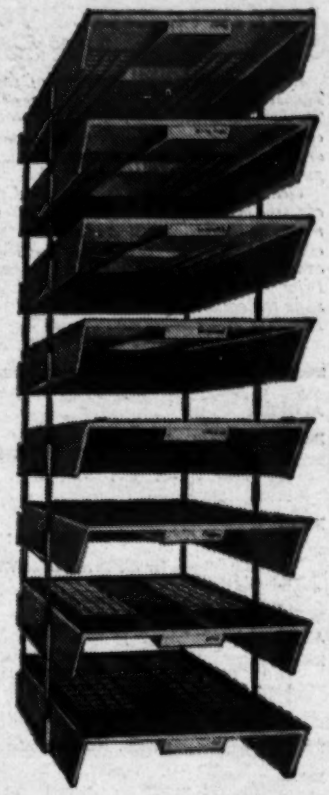
British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Service Branch, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

INTERNATIONAL TRADE CENTRE

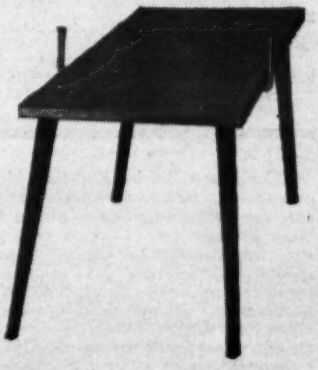
The International Trade Centre UNCTAD/GATT, which helps developing countries in the field of export promotion, was set up in May 1964, by the Contracting Parties to the General Agreement on Tariffs and Trade (GATT), who now operate it jointly with the member States of the United Nations Conference on Trade and Development (UNCTAD). The four main spheres of operations are those of training in export promotion; the carrying out of market surveys in developed countries; a trade promotion advisory service; and a publications programme. The Centre's services are made available free of charge of all developing countries.

For further information write or phone the United Kingdom Liaison Officer: Miss E. P. M. Baggs, Board of Trade, 1 Victoria Street, S.W.1 (Tel. 01-222 7877, Ext. 2438).

Already highly successful for all on-the-desk uses, Lettertray 44 system now creates abundant and efficient work-space on new Floorstand 414. Organises and identifies. The most versatile system ever designed for local filing, sorting, storing and even display. Multi-sets stack quickly and securely with push-fit chrome-plated risers. Very high-strength plastic trays are treated to prevent static dust collection. Complete with self-adhesive identification label sets. Floorstand 414 strongly made in seasoned wood, satin black finish and chrome engagement bar.



LETTERTRAY 44 SYSTEM NOW TAKES THE STAND*



Recommended retail prices (incl. Purchase Tax)
Tray 44 (charcoal, light grey, olive green, red or tan) .. 13/8d
Risers 404 Set (4 rods) .. 3/1d
Floorstand 414 (in flat carton. Legs hand-assemble in seconds) 34/5d
U.K. Registered Design

*FLOORSTAND No.414

MYERS

Made in England M. MYERS & SON LTD., OLDBURY, WARLEY, WORCS.
Telephone: 021-552 1302

Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photo copies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA).*

ALGERIA

Bulletin 26/70

ALGERIAN RADIO AND TELEVISION AUTHORITY:
46s. and 33s. (In French.) **Vehicles.** (Further Information.) E.S.B. 51628/70/J and 51629/70/J.

Bulletin 27/70

MINISTRY OF PUBLIC WORKS AND HYDRAULICS:
Feasibility Study for the Diversion of Water. March 3. E.S.B. 51890/70/J.

ARGENTINA

Bulletin 26/70

DIRECCION GENERAL DE FABRICACIONES:
Blast Furnace. (Further Information.) Closing date postponed to April 30. E.S.B. 51291/70/J.
SECRETARIAT OF STATE FOR INDUSTRY AND HOME TRADE:
Soduim Carbonate Plant. (Advance Information.) E.S.B. 51829/70/J.

Bulletin 27/70

SERVICIOS ELECTRICOS DEL GRAN BEUNOS AIRIES:
Variable Resistor Arrestors. March 18. E.S.B. 51905/70/J.

AUSTRALIA

Bulletin 26/70

DEPARTMENT OF WORKS CONTRACT SECTION:
Erection of Building. March 3. E.S.B. 51816/70/J.
POSTMASTER GENERAL'S DEPARTMENT:
Lamps; Lamp Caps; Lamp Jacks. March 12. E.S.B. 51822/70/J.
SOUTHERN ELECTRIC AUTHORITY OF QUEENSLAND:
*58s. **Transformers.** April 2. E.S.B. 51827/70/J.
*44s. **Transformers.** March 17. E.S.B. 51828/70/J.

Bulletin 28/70

IRRIGATION AND WATER SUPPLY COMMISSION:
Pumps. March 9. E.S.B. 52093/70/J.
GLADSTONE HARBOUR BOARD:
Grain Handling Facilities. March 3. E.S.B. 52083/70/J.

Bulletin 29/70

OFFICE OF THE AGENT-GENERAL FOR QUEENSLAND:
*4s. **Cleaning Equipment, Rolling Mill.** March 2. E.S.B. 52155/70/J.

BELGIUM

Bulletin 29/70

LES FORCES ARMEES:
Coffee. March 12. E.S.B. 52094/70/J.

BRAZIL

Bulletin 26/70

MINSTRY OF HEALTH:
*3s. (In Portuguese.) **Vaccine.** Closing date not known. E.S.B. 51904/70/J.

Bulletin 27/70

CENTRO ELECTRICA DE FURNAS:
*2s. **Steel Penstocks.** (Pre-qualification.) March 13. E.S.B. 51906/70/J.
*3s. **Electrical Apparatus.** (Further Information.) E.S.B. 51698/70/J.
STATE SECRETARIAT OF EDUCATION, SAO PAULO:
Equipment for Technical Colleges. (Further Information.) E.S.B. 48412/60/J.

BURMA

Bulletin 25/70

PORT OF RANGOON MANAGEMENT BOARD:
*3s. **Steel Plates.** March 16. E.S.B. 51780/70/J.
*3s. **Steel Angles.** March 16. E.S.B. 51781/70/J.
*3s. **Mild Steel Channels, Flats and Rods.** March 16. E.S.B. 51782/70/J.
STATE TIMBER BOARD:
*4s. **Track Master Machine.** March 19. E.S.B. 51783/70/J.
*3s. **Saws.** March 18. E.S.B. 51784/70/J.
*3s. **Band Saw Shafting Steel.** March 18. E.S.B. 51785/70/J.
*4s. **Semi Mobile Log Yarder.** March 18. E.S.B. 51778/70/J.
*3s. **Chain Saws.** March 18. E.S.B. 51779/70/J.
MYANMA EXPORT IMPORT CORPORATION:
*3s. **Watt Meter.** March 31. E.S.B. 51775/70/J.
BURMA PHARMACEUTICAL INDUSTRY:
*4s. **Pharmaceuticals.** March 4. E.S.B. 51749/70/J.
PEOPLE'S OIL INDUSTRY:
*3s. **Street Lighting Fittings.** April 15. E.S.B. 51741/70/J.
*3s. **Steel Channel, Angle and Plate.** April 15. E.S.B. 51747/70/J.
*10s. **Steel Tubing.** March 10. E.S.B. 51748/70/J.
PEOPLE'S BAWDWIN INDUSTRY:
*3s. **Pipe and Bolt Screwing Machine.** March 31. E.S.B. 51757/70/J.
*3s. **Sand Mixing Machine.** March 31. E.S.B. 51758/70/J.
*3s. **Foundry Core Making Machine.** March 31. E.S.B. 51759/70/J.
*3s. **Lime Washing and Spraying Machine.** March 31. E.S.B. 51760/70/J.
*3s. **Pipe Bending and Angle Bending Machines.** March 31. E.S.B. 51762/70/J.
*3s. **Drum Slushers.** March 31. E.S.B. 51764/70/J.
*3s. **Gas Taps and Dies.** March 31. E.S.B. 51776/70/J.
*3s. **Drilling Machine; Grinding Machine.** March 31. E.S.B. 51777/70/J.
PEOPLE'S OIL INDUSTRY:
*3s. **Generator Set.** April 15. E.S.B. 51746/70/J.
*3s. **Steel Pipe Line.** April 15. E.S.B. 51740/70/J.
PUBLIC WORKS CORPORATION:
*5s. **Choke; Vapour Lamps and Fittings, etc.** March 7. E.S.B. 51750/70/J.
*4s. **Caulking Compound.** March 10. E.S.B. 51751/70/J.
CHIEF ENGINEER, IRRIGATION DEPARTMENT:
*5s. **Workshop Equipment.** March 10. E.S.B. 51787/70/J.

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PORT OF RANGOON MANAGEMENT BOARD:
*1s. (Notice only.) **Platform Trailers.** March 10. E.S.B. 51883/70/J.
PEOPLE'S BAWDWIN INDUSTRY:
*3s. **Lathe.** March 31. E.S.B. 51761/70/J.
*3s. **Pumps.** March 31. E.S.B. 51766/70/J.
*3s. **Transformer.** March 31. E.S.B. 51773/70/J.
*3s. **Reduction Gear Unit.** March 31. E.S.B. 51769/70/J.
*3s. **Rotary Screw Compressor.** March 31. E.S.B. 51767/70/J.
*3s. **Hacksawing Machine.** March 31. E.S.B. 51756/70/J.
*3s. **Bulldozer – Loader.** March 31. E.S.B. 51763/70/J.
*3s. **Rocker Shovels.** March 31. E.S.B. 51765/70/J.
*3s. **Pneumatic Tools.** March 31. E.S.B. 5177170/J/
*3s. **Hacksawing Machine.** March 31. E.S.B. 51882/70/J.
*3s. **Steel Working Machine.** March 31. E.S.B. 51768/70/J.
*3s. **Centrifugal Pump.** March 31. E.S.B. 51772/70/J.
*3s. **Cyclosizers.** March 31. E.S.B. 51774/70/J.
*3s. **Conveyor Idlers.** March 31. E.S.B. 51770/70/J.

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CONSERVATOR OF FORESTS:
*3s. **Pipes.** March 15. E.S.B. 51953/70/J.
*3s. **Surveying Equipment.** March 15. E.S.B. 51954/70/J.
PEOPLE'S OIL INDUSTRY:
*4s. **Fork Lift Truck.** April 15. E.S.B. 51960/70/J.
*3s. **Copper Strip.** March 5. E.S.B. 51962/70/J.
*3s. **Insulators, Spindles.** March 6. E.S.B. 51963/70/J.
*3s. **Pumps.** April 15. E.S.B. 51959/70/J, 51964/70/J, 51965/70/J.
*3s. **Concrete Mixer.** April 15. E.S.B. 51958/70/J.
*3s. **Concrete Vibrators.** April 15. E.S.B. 51961/70/J.
TEXTILE PLANNING COMMITTEE:
*12s. **Textiles.** March 16. E.S.B. 51955/70/J.
PORT OF RANGOON MANAGEMENT BOARD:
*3s. **Water Still, Drilling Machine, Grinder/Polisher, Saw, Generator.** March 16. E.S.B. 51956/70/J.
CONSERVATOR OF FORESTS:
*3s. **Chain Saws.** March 15. E.S.B. 51951/70/J.
*3s. **Planimeter.** March 15. E.S.B. 51952/70/J.
PEOPLE'S OIL INDUSTRY:
*3s. **Couplings.** March 6. E.S.B. 51966/70/J.
*3s. **Paste.** March 6. E.S.B. 51967/70/J.
*3s. **Tapes; Adhesive; Cotton and PVC.** March 5. E.S.B. 51969/70/J.
*3s. **Vibrator Hose.** March 6. E.S.B. 51970/70/J.
*4s. **Non-Spark Tools.** March 7. E.S.B. 51971/70/J.
*3s. **Bituminous Compound.** March 5. E.S.B. 51972/70/J.
*3s. **Valves.** March 6. E.S.B. 51973/70/J.
*5s. **Substation Spares.** March 6. E.S.B. 51974/70/J.

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*3s. **Lathe.** April 15. E.S.B. 52056/70/J.
UNION OF BURMA RAILWAY BOARD:
Radio Sets. March 2. E.S.B. 52151/70/J.

CEYLON

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TENDER BOARD. GOVERNMENT SUPPLY DEPARTMENT:
*6s. **Duplicating Materials.** (Further Information.) E.S.B. 51385/70/J.
STATE ENGINEERING CORPORATION:
Pumps. March 3. E.S.B. 52068/70/J.
DEPARTMENT OF GOVERNMENT SUPPLIES:
*Hurricane Lanterns. (Further Information.) E.S.B. 51312/70/J.

CHILE

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FERROCARRILES DEL ESTADO:
*4s. (In Spanish.) **Steel.** March 11. E.S.B. 52069/70/J.

COLOMBIA

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INSTITUTO COLOMBIANO DE LA REFORMA AGRARIA:
Power Line; Sub Stations. March 23. E.S.B. 51867/70/J.
EMPRESAS DEPARTAMENTALES DE ANTIOQUIA:
Valves and Flanges. March 16. E.S.B. 51868/70/J.

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INSTITUTO COSTARRICENSE DE ELECTRICIDAD:
*1s. (Press Notice in Spanish.) Electrical Equipment. April 17. E.S.B. 51886/70/J.

DENMARK

Bulletin 28/70
MINISTRY OF DEFENCE:
*Army Clothing. Closing date postponed to March 7. (Further Information.) E.S.B. 44843/69/J.

GREECE

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PUBLIC POWER CORPORATION:
Electric Measuring Instruments. March 10. E.S.B. 51794/70/J.
INSTITUTE OF SOCIAL INSURANCE:
*16s. and 18s. Generating Sets. March 20. E.S.B. 51797/70/J and 51798/70/J.
*7s. Electrocardiographs. March 19. E.S.B. 51799/70/J.
MINISTRY OF TRADE:
*9s. Generating Set. March 9. E.S.B. 51796/70/J.

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*5s. Printing Press. March 11. E.S.B. 52005/70/J.
PUBLIC POWER CORPORATION:
Insulating Gauge. March 12. E.S.B. 52004/70/J.

HONDURAS REPUBLIC

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EMPRESA NACIONAL DE ENERGIA ELECTRICA:
*45s. Vehicles. March 16. E.S.B. 51927/70/J.

HONG KONG

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CENTRAL TENDER BOARD:
*6s. Brass Bib Taps. March 13. E.S.B. 51795/70/J.

INDIA

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*Radio Relay System. (Further Information.) E.S.B. 50659/70/J.

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*Cable. (Further Information.) E.S.B. 50633/70/J.
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*31s. Gravity Meter. (Further Information.) E.S.B. 50981/70/J.
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DIRECTORATE-GENERAL OF SUPPLIES AND DISPOSALS:
*Drilling Machine. (Further Information.) E.S.B. 51640/70/J.
INDIAN TELEPHONE INDUSTRIES LTD.:
Milling Machines. March 2. E.S.B. 52026/70/J.

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MINISTRY OF RAILWAYS:
Steel Plates. March 16. E.S.B. 52023/70/J.
DIRECTORATE-GENERAL OF SUPPLIES AND DISPOSALS:
*Spring Coiling Machine. March 3. E.S.B. 52073/70/J.

IRAQ

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GOVERNMENT PURCHASING BOARD:
*1s. Sisal Bags. March 7. E.S.B. 51922/70/J.
*2s. Fishing Net. March 7. E.S.B. 51923/70/J.
BATA IRAQ COMPANY:
Short Production Line. March 10. E.S.B. 52011/70/J.
Shoe Making Machinery. March 10. E.S.B. 52012/70/J.
IRAQI PORTS ADMINISTRATION:
Zinc Plates. March 11. E.S.B. 52010/70/J.
MOSUL CEMENT CO.:
Laboratory Equipment. March 31. E.S.B. 52024/70/J.
Packing Plant. March 31. E.S.B. 52025/70/J.
Welding Machine. March 31. E.S.B. 52032/70/J.
Steel Tubes. March 31. E.S.B. 52042/70/J.
Filter Nozzles. March 31. E.S.B. 52043/70/J.
ARMY MARTYRS FACTORIES BOARD:
*Textile Output Improvement Scheme. Closing date postponed to March 7. (Further Information.) E.S.B. 53476/70/J.
MINISTRY OF IRRIGATION:
Earthworks. April 21. E.S.B. 52016/70/J.
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
Construction of Water Supply Scheme. July 4. E.S.B. 52019/70/J.
GOVERNMENT SPINNING AND WEAVING ADMINISTRATION:
Steel Strip. March 8. E.S.B. 52021/70/J.

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IRAQI PORTS ADMINISTRATION:
Copper Flat. March 11. E.S.B. 52022/70/J.
MINISTRY OF DEFENCE:
*2s. Steel Sheet. March 4. E.S.B. 52035/70/J.
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Tractor Spares. March 4. E.S.B. 52045/70/J.
Truck Spares. March 8. E.S.B. 52046/70/J.
Tractor Spares. March 8. E.S.B. 52047/70/J.
*3s. Vehicle Spare Parts. March 18. E.S.B. 52051/70/J.
*2s. Vehicle Spares. March 15. E.S.B. 52053/70/J.
*3s. Tents. March 11. E.S.B. 52039/70/J.
FATTAH PASHA SPINNING AND WEAVING CO.:
*3s. Dyestuffs, Chemicals. March 4. E.S.B. 52034/70/J.
MINISTRY OF DEFENCE:
Transporter Spares. March 4. E.S.B. 52044/70/J.
*2s. Tyres and Tubes. March 22. E.S.B. 52040/70/J.
*3s. Shoe Making Materials. March 18. E.S.B. 52037/70/J.
*6s. Vehicle Spare Parts. March 15. E.S.B. 52052/70/J.
IRAQI BICYCLE MANUFACTURING CO.:
*4s. Bicycle Parts. March 15. E.S.B. 52008/70/J.

IRISH REPUBLIC

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CARLOW EDUCATION COMMITTEE:
Construction of School. March 12. E.S.B. 51930/70/J.
DUBLIN COUNTY COUNCIL:
Construction of Sewers. March 16. E.S.B. 51932/70/J.

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OFFALY COUNTY COUNCIL:
Sewage Lifting Plant. March 20. E.S.B. 52033/70/J.

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OFFICE OF PUBLIC WORKS:
Excavators. March 5. E.S.B. 52101/70/J.
WEXFORD COUNTY COUNCIL:
Spectacles; Dentures; Orthopaedic Appliances. March 2. E.S.B. 52104/70/J.
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Filter and Sterilization Equipment. March 31. E.S.B 52102/70/J.
Pumping Equipment. March 31. E.S.B. 52103/70/J.
OFFICE OF PUBLIC WORKS:
Building Contract. March 3. E.S.B. 52105/70/J.

IVORY COAST

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PALMIVOIRE (SERVICES DES MARCHES):
*17s. (In French.) Vehicles, Agricultural Equipment, Chemicals, Wire Netting. (Further Information.) E.S.B. 51676/70/J.

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ELECTRIC POWER CO.:
Transformers. March 5. E.S.B. 51736/70/J.

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JORDAN PETROLEUM REFINERY CO.:
*1s. Cable. March 3. E.S.B. 51810/70/J.
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*19s. Cathodic Protection System. March 3. E.S.B. 51812/70/J.

KENYA

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CITY COUNCIL OF NAIROBI:
Laundry Equipment, Autoclave. March 2. E.S.B. 52090/70/J.

KOREA

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OFFICE OF SUPPLY:
*3s. Dredger Spare Parts. March 5. E.S.B. 51893/70/J.

KUWAIT

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ARABIAN OIL CO.:
*10s. Cables. March 4. E.S.B. 51804/70/J.

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AMERICAN INDEPENDENT OIL CO.:
*4s. Steel Pipes. March 4. E.S.B. 52058/70/J.
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*3s. Fire Truck. March 4. E.S.B. 52059/70/J.

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*18s. Garage and Workshop Equipment. March 3. E.S.B. 52006/70/J.

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LA REGIE LIBANAISE DES TABACS:
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MALAYSIA

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PENGARAH TALIKOM NEGARA:
*9s. Telephone Exchange. March 5. E.S.B. 51738/70/J.

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PUBLIC WORKS DEPARTMENT:
*18s. (Conditions.) Contractors' Plant and Equipment, Vehicles. March 11. E.S.B. 51888/70/J.

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Outboard Motors. March 2. E.S.B. 52055/70/J.
STATE TENDERS BOARD:
*Electrical Transmission and Distribution Equipment. Closing date postponed to March 9. (Further Information.) E.S.B. 50855/70/J.

MALTA

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TREASURY:
*Drilling Machines. March 12. E.S.B. 51894/70/J.
*Sewing Machines. March 12. E.S.B. 51876/70/J.

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Injections. March 5. E.S.B. 51894/70/J.

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*Fans. March 12. E.S.B. 52088/70/J.
*Tabulating Machine Cards. March 12. E.S.B. 52087/70/J.
*Chlorine. March 12. E.S.B. 52089/70/J.

MOROCCO

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M. LE DIRECTEUR DE L'AIR:
*5s. (In French.) Airport Lighting System. March 14. (Pre-qualification.) E.S.B. 51895/70/J and 51896/70/J.

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DIRECTION DE L'AIR CONTROL CENTRE:
Radar System. March 14. E.S.B. 52082/70/J.

MOZAMBIQUE

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PORTS, RAILWAYS AND TRANSPORT DEPARTMENT:
*4s. (In Portuguese.) Aluminium Ingots. March 6. E.S.B. 51898/70/J.
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NEW ZEALAND

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POST OFFICE HEADQUARTERS:
*5s. Oscilloscope. March 3. E.S.B. 51728/70/J.

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*3s. Fans. March 3. E.S.B. 51877/70/J.
*3s. Lamps. March 4. E.S.B. 51878/70/J.
*3s. Electrical Testers. March 4. E.S.B. 51879/70/J.
*4s. Solder. March 6. E.S.B. 51880/70/J.
*9s. Jumper Wire. March 9. E.S.B. 51881/70/J.
GOVERNMENT PRINTING OFFICE:
*5s. Paper and Board. March 9. E.S.B. 51872/70/J.
NEW ZEALAND RAILWAYS:
Wheelsets. March 25. E.S.B. 51871/70/J.
NEW ZEALAND FOREST INDUSTRY:
*5s. Switch Gear. March 2. E.S.B. 51944/70/J.

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POST OFFICE HEADQUARTERS:
*3s. Radio Valves. March 9. E.S.B. 51942/70/J.
*2s. Oscilloscopes and Accessories. March 10. E.S.B. 51941/70/J.
*3s. Bells. March 13. E.S.B. 51940/70/J.
*3s. Padlocks. March 9. E.S.B. 51938/70/J.
GOVERNMENT PRINTING OFFICE:
*4s. Stationery. March 4. E.S.B. 51943/70/J.

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POST OFFICE HEADQUARTERS:
*4s. Handles. March 6. E.S.B. 51939/70/J.
*2s. Conductor. March 11. E.S.B. 52091/70/J.

PAKISTAN

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SUI NORTHERN GAS PIPELINES LTD.:
*9s. Pipe. March 16. E.S.B. 51806/70/J.
WATER AND POWER DEVELOPMENT AUTHORITY:
Laboratory Testing Equipment. March 16. E.S.B. 51815/70/J.
DIRECTOR OF SUPPLY:
*13s. Electrical Apparatus. March 30. E.S.B. 51813/70/J.
CAPITAL DEVELOPMENT AUTHORITY:
*7s. Scraper Spare Parts. March 3. E.S.B. 51809/70/J.

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DACCA WATER SUPPLY AND SEWAGE AUTHORITY:
*88s. Laboratory Equipment and Chemicals. (Further Information.) E.S.B. 50497/70/J.

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DIRECTORATE OF INDUSTRIES AND COMMERCE:
*7s. Textile Testing Apparatus. March 5. E.S.B. 52127/70/J.
*4s. Radio Equipment. March 6. E.S.B. 52128/70/J.
*4s. Laboratory Testing Machinery. March 12. E.S.B. 52156/70/J.
*4s. Pump, Calorimeter, Grinder, Respirator Accessories, Photometer Accessories. March 9. E.S.B. 52130/70/J.
*3s. Proving Rings, Dial Indicator. March 20. E.S.B. 52161/70/J.
*3s. Measuring Equipment. March 10. E.S.B. 52131/70/J.

PAPUA AND NEW GUINEA

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Constructional Projects. March 10. (Registration of Tenderers.) E.S.B. 52054/70/J.

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*9s. Traffic Forecasting Study. March 1. (Pre-qualification.) E.S.B. 20553/70/J.

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Hospital Furniture; Medical Equipment. March 8. E.S.B. 51718/70/J.

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Laying of Water Pipes. March 3. E.S.B. 51982/70/J.
MINISTRY OF EDUCATION:
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DIRECTORATE OF ROADS:
Construction of Warehouses. March 2. E.S.B. 51995/70/J.

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***80s. Pumping Plant and Ancillary Equipment.** March 24. E.S.B. 51910/70/J.
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HOUSING AND DEVELOPMENT BOARD:
Elevator Plants. March 9. E.S.B. 52079/70/J.

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CAPE PROVINCIAL TENDER BOARD:
***4s. Metric Tape Measures and Triangular Section Scales.** March 6. E.S.B. 51913/70/J.
***85s. Kitchen Equipment.** March 6. E.S.B. 51915/70/J.

SUDAN
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SUDAN GEZIRA BOARD:
***3s. Steel for Storage Sheds.** March 4. E.S.B. 51864/70/J.

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CENTRAL TRUST OF CHINA
***3s. Vehicles.** March 2. E.S.B. 51724/70/J.
***4s. Substation Tools.** March 6. E.S.B. 51725/70/J.
***4s. Wagon Shunter.** March 16. E.S.B. 51726/70/J.
***5s. Fuse Tyre Station Protectors.** March 25. E.S.B. 51843/70/J.
***4s. Timber Incising Machine.** March 26. E.S.B. 51840/70/J.
***4s. Telecommunication Equipment.** March 26. E.S.B. 51842/70/J.
***5s. Container Handling Straddle Carrier.** March 26. E.S.B. 51841/70/J.
***3s. Conduits and Fittings.** March 7. E.S.B. 51831/70/J.
***9s. Process Control Instruments.** March 5. E.S.B. 51853/70/J.
***4s. Ohmmeters, Telephone Terminals.** March 5. E.S.B. 51850/70/J.
***5s. Tractor,** March 25. E.S.B. 51839/70/J.
***2s. Steel Plate, Steel Channels.** March 17. E.S.B. 51830/70/J.
***14s. Crane,** March 31. E.S.B. 51833/70/J.
***10s. Cranes.** March 27. E.S.B. 51727/70/J.
***7s. Pumps.** March 23. E.S.B. 51846/70/J.
***9s. Flow Recorders, Orifice Plates and Flanges.** March 4. E.S.B. 51861/70/J.
***3s. Cutting Torch.** March 5. E.S.B. 51849/70/J.
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***4s. Cellulose Wrapping.** March 12. E.S.B. 51860/70/J.
***4s. Steel Sheet Piling and Accessories.** March 12. E.S.B. 51859/70/J.
***3s. Morse Transmitter, Morse Keyboard Perforator.** March 5. E.S.B. 51854/70/J.
***6s. Crane.** March 27. E.S.B. 51851/70/J.
***1s. Fibre Tube.** March 6. E.S.B. 51848/70/J.
***6s. Truck Crane.** March 24. E.S.B. 51847/70/J.
***7s. Bearing Mounting and Removing Equipment.** March 23. E.S.B. 51845/70/J.
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CENTRAL TENDER BOARD:
***2s. Hospital Equipment.** March 19. E.S.B. 52031/70/J.

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Mechanical and Electrical Equipment for Thermal Plant. April 1. E.S.B. 51723/70/J.
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***2s.** (In Turkish.) **Cigarette Paper.** March 4. E.S.B. 51997/70/J.

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Construction of Flying School. March 10. (Pre-qualification Information.) E.S.B. 52080/70/J.

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***10s.** (In Spanish.) **Radiographic Films.** March 5. E.S.B. 51917/70/J.
CO-OPERATIVA NACIONAL DE PRODUCTORES DE LECHE:
***15s.** (In Spanish.) **Cheese Manufacturing Equipment.** March 13. E.S.B. 51918/70/J.

VIETNAM
Bulletin 26/70
INDUSTRIAL DEVELOPMENT CENTRE:
***16s.** (In French.) **Shoe Making Machinery and Accessories.** March 14. E.S.B. 51916/70/J.
***14s. Battery Manufacturing Plant.** March 21. E.S.B. 51911/70/J.

YUGOSLAVIA
Bulletin 29/70
JUGOLABORITORIJA:
Medical Equipment. April 22. E.S.B. 52078/70/J.
JUGOSANITARIAI:
Medical Instruments and Equipment. April 22. E.S.B. 52077/70/J.

Customs notices of interest to exporters

THE FOLLOWING Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

General Notice

49 Temporary importations: international co-operation.

77E (Re-issued February 1966) purchase tax - exports.

104 Temporary importations and exportations under ATA and ECS Carnets.

112 Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants (to be published on June 18, 1969).

118 Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax.

206 Export trade reliefs: temporarily imported for process or repair.

207 Reimported goods: relief from Customs duty and purchase tax.

210 Temporary importation of films and similar goods for copying printing, etc., to fulfil export orders.

215 Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief.

300 Export reliefs scheduling scheme.

429 Customs export procedure. Further relaxation of pre-entry.

466 Export documents and trade statistics.

SN6 Notice to passengers (exchange control and export licensing).

467 The New Customs Tariff and Overseas Trade Classification.

Exchange Control Notice to Exporters Issue dated January 9, 1969. (Issued by HM Treasury - also obtained from any bank.)

Drawback

7 Drawback on mixed or blended beers when exported or deposited in bonded warehouse.

74 Notice to exporters. EFTA restrictions on drawback and export rebate.

74A EFTA drawback; exception of EFTA goods re-exported to another country.

77M British-made cars and motor cycles; tax free sales to tourists, etc.

132 Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.

172 Hydrocarbon oils: drawback of duty.

217 The main conditions and procedures under which drawback of duty paid under the Import Duties Act, 1958, may be claimed on the exportation of the classes and descriptions of goods set out in HM Customs and Excise Tariff, Part 6B.

224 The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.

251 Remission or repayment of the temporary charge on imports.

291 Claims for drawback on goods exported where there has been a variation in the duty rate.

372 Authorization of signatories to drawback claims.

430 Table of rates of sugar surcharge, distribution payments and corresponding repayments.

Export Rebates

74 Notice to exporters. EFTA restrictions on drawback and export rebate.

435 Schedule of rates.

436 General outline of the scheme and procedure for claiming.

436A Export rebate: termination.

437 Ships and aircraft.

439 Export rebate: goods exported after March 31 1968, under pre-devaluation contracts.

Opportunities for exporters—Agency inquiries, market reports, etc.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports, etc., published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any document relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *Extns.* 7016, 7017, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA.*

AFGHANISTAN

Bulletin 28/70
Inquiry for brass box; nozzle and pipes; bronze; rubber hose. E.S.B. 3540/70/J.

ARGENTINA

Bulletin 26/70
Inquiry for engineering consultancy – pre-stressed concrete. E.S.B. 3358/70/J.

Bulletin 28/70
Manufacture under licence – office furniture. E.S.B. 2990/70/J.

AUSTRALIA

Bulletin 28/70
Manufacture under licence/agency – kitchenware. E.S.B. 3539/70/J.

Bulletin 29/70
Agency inquiry for frozen fish and speciality items. E.S.B. 3683/70/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE

Bulletin 26/70
Inquiry for cropping and shearing tool; cut-off dies. E.S.B. S/9/70/J.

Bulletin 29/70
Inquiry for athletic playing surface. E.S.B. A/6/70/J.

AUSTRIA

Bulletin 25/70
Agency inquiry for handbags; footwear. E.S.B. 42304/69/J.

Bulletin 27/70
Inquiry for shirts. E.S.B. 3554/70/J.

Bulletin 28/70
Inquiry for gear boxes; magnets; micro switches. E.S.B. 3841/70/J.
Inquiry for roofing material. E.S.B. 52726/69/J.

Bulletin 29/70
Agency inquiry for castors. E.S.B. 3843/70/J.

BAHAMAS

Bulletin 27/70
Inquiry for office furniture, machinery and requisites. E.S.B. 3688/70/J.
*3s. Inquiry for restaurant and bar equipment; glassware; china; linen; kitchen equipment. E.S.B. 3664/70/J.

BAHRAIN

Bulletin 25/70
Inquiry for flour. E.S.B. 2964/70/J.

BARBADOS

Bulletin 28/70
Agency inquiry for brake linines and disc pads; gasket sets; horns; radiator hose. E.S.B. 2767/70/J.

Bulletin 29/70
Agency inquiry for deep fat fryers; gas ranges; laundry equipment; refrigeration equipment. E.S.B. 14205/69/J.

BELGIUM

Bulletin 25/70
Agency inquiry for pipe fittings. E.S.B. 2936/70/J.

Bulletin 29/70
Inquiry for frozen meat. E.S.B. 3798/70/J.
Inquiry for fireplace hearths. E.S.B. 3882/70/J.

BERLIN

Bulletin 29/70
Agency inquiry for carpets. E.S.B. 3385/70/J.

BRAZIL

Bulletin 29/70
*2s. Inquiry for rubber working machinery equipment; accessories. E.S.B. 3589/70/J.

BULGARIA

Bulletin 26/70
2s. Inquiry for diamond tipped cutting tools. E.S.B 3368/70/J.

Bulletin 27/70
Inquiry for printing machinery. E.S.B. 3774/69/J.

BURMA

Bulletin 26/70
Inquiry for catamarans. E.S.B. 3424/70/J.

CANADA

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Inquiry for marine engines. E.S.B. 3339/70/J.
Inquiry for finned copper tube. E.S.B. 3338/70/J.

Bulletin 26/70
Inquiry for steel barrel making machine. E.S.B. 3603/70/J.
Agency inquiry for metal cleaning equipment; painting equipment. E.S.B. 2634/70/J.
Inquiry for flame spraying metallizing gun. E.S.B. 3130/70/J.
Inquiry for electric heaters. E.S.B. 3601/70/J.
Inquiry for jams; preserves. E.S.B. 3343/70/J.
Agency inquiry for knitting wool and yarn; sewing and knitting accessories. E.S.B. 3316/70/J.
Inquiry for leisure time products; sporting goods. E.S.B. 2755/70/J.
Inquiry for canned new potatoes; canned mushrooms. E.S.B. 3510/70/J.

Bulletin 27/70
Agency inquiry for electronic components. E.S.B. 8238/69/J.
Inquiry for pottery, chinaware. E.S.B. 3557/70/J.
Inquiry for fabrics. E.S.B. 3577/70/J.
Inquiry for conveyor belting. E.S.B. 3638/70/J.

Bulletin 28/70
Inquiry for malleable castings. E.S.B. 3983/70/J.
Agency inquiry for fabrics; yarn. E.S.B. 3509/70/J.
Agency inquiry for women's rainwear, knitwear, suede and leather clothing, coats, suits, day and evening dresses. E.S.B. 3567/70/J.
Agency inquiry for electrical insulators; hollow-ware; hinges; locks; baths; sinks; bidets; wash basins. E.S.B. 2813/70/J.
Agency inquiry for fabrics. E.S.B. 3602/70/J.

Bulletin 29/70
Inquiry for spun nylon furnishing fabrics. E.S.B. 3497/70/J.
Agency inquiry for control equipment; electric motor starters; solid state timers. E.S.B. 3585/70/J.
Inquiry for pipette. E.S.B. 3517/70/J.
Visits to store buyers. E.S.B. 4415/69/J.

CEYLON

Bulletin 27/70
Inquiry for machinery for manufacture of tiles; chinaware and pottery ware; yarn. E.S.B. 3056/70/J.
Inquiry for prefabricated housing construction plant. E.S.B. 2766/70/J.

COLOMBIA

Bulletin 27/70
Registration of firms. E.S.B. 1209/G/J.

Bulletin 28/70
Inquiry for hair spray; lacquer; spectacles; wire mesh. E.S.B. 53692/69/J.

CUBA

Bulletin 26/70
Foreign trade organizations. CRE 28123/G/J.

CYPRUS

Bulletin 25/70
Agency inquiry for hosiery; knitwear; women's ready-made dresses. E.S.B. 3147/70/J.

Bulletin 29/70
Inquiry for ceramics manufacturing machinery and equipment. E.S.B. 3770/70/J.

DENMARK

Bulletin 25/70
Agency inquiry for tape. E.S.B. 3080/70/J.
Agency inquiry for air curtain units. E.S.B. 3165/70/J.

Bulletin 26/70
Agency inquiry for packing film. E.S.B. 26658/69/J.
Inquiry for coloured linen thread. E.S.B. 3731/70/J.

Bulletin 27/70
Inquiry for artists' materials; cardboard. E.S.B. 3633/70/J.
Inquiry for carbon holders; commutators; terminal boxes. E.S.B. 3697/70/J.

Bulletin 28/70
Agency inquiry for dumpers. E.S.B. 2912/70/J.

Bulletin 29/70
Agency inquiry for fireworks; paper hats; party novelties. E.S.B. 3573/70/J.

DUBAI

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Agency inquiry for foodstuffs. E.S.B. 2425/70/J.

Bulletin 27/70
Agency inquiry for chemicals; cosmetics; pharmaceuticals; surgical instruments and dressings; toiletries. E.S.B. 50519/69/J.

EL SALVADOR

Bulletin 28/70
Inquiry for hospital equipment. E.S.B. 5073/G/J.

ETHIOPIA

Bulletin 29/70
Agency inquiry for agricultural equipment; automotive electrical items. E.S.B. 3402/70/J.

FIJI

Bulletin 25/70
Inquiry for hollow-ware; kitchen utensils. E.S.B. 2202/70/J.

Bulletin 27/70
Inquiry for wire rope. E.S.B. 2202/70/J.

FINLAND

Bulletin 25/70
Agency inquiry for anchors; propellers. E.S.B. 50880/69/J.

(Continued on next page)

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1969

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Inquiry for machine tools. E.S.B. 3346/70/J.

Bulletin 26/70
Inquiry for hypodermic needles. (Further Information.) E.S.B. 1444/70/J.

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Inquiry for nuts and screws. E.S.B. 3661/70/J.
Agency inquiry for lift trucks. E.S.B. 3341/70/J.
Inquiry for multi-purpose machine tool. E.S.B. 2888/70/J.
Inquiry for motor vehicle accessory equipment. E.S.B. E.S.B. 3241/70/J.

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Trade and Financial Arrangements. E.S.B. 1209/G/J.

FRANCE/HUNGARY

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FRANCE

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Agency inquiry for knitwear. E.S.B. 3584/70/J.
Agency inquiry for cryogenic sensing elements; tubing; valves. E.S.B. 31100/69/J.

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Agency inquiry for industrial heating fittings; switchgear. E.S.B. 1845/70/J.
Inquiry for cast and forged steel parts. E.S.B. 3492/70/J.
Agency inquiry for clothing. E.S.B. 3730/70/J.

FRANCE/POLAND

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GERMANY, FEDERAL REPUBLIC OF

Bulletin 25/70
Joint venture – control apparatus; gas analysis; measuring instruments. E.S.B. 2772/70/J.
Inquiry for Shetland fabrics; tweed fabrics; woollen fabrics; worsted cloth. E.S.B. 3308/70/J.

Bulletin 26/70
Agency inquiry for synthetic fabrics; washable fabrics; woollen cloths; worsted cloth. E.S.B. 3281/70/J.
Inquiry for chemical raw materials; chemicals; solvents. E.S.B. 2590/70/J.
Inquiry for knitwear. E.S.B. 3388/70/J.
Agency inquiry for electric motors. E.S.B. 51447/69/J.
Agency inquiry for wall panel elements. E.S.B. 3055/70/J.
Agency inquiry for precision joints. E.S.B. 3455/70/J.

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Inquiry for amplifiers; pick-ups; record players. E.S.B. 3551/70/J.
Inquiry for mother-of-pearl and snail shells. E.S.B 2748/70/J.
Agency inquiry for electro-mechanical components. E.S.B. 40150/69/J.
Inquiry for zinc salts. E.S.B. 14539/69/J.
Agency inquiry for knitted garments; knitting yarns. E.S.B. 3065/70/J.
Agency inquiry for bottles; bottle closures; cellulose acetate; paper. E.S.B. 3313/70/J.
Inquiry for furniture. E.S.B. 3381/70/J.
Inquiry for garage equipment. E.S.B. 3419/70/J.

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Inquiry for sanitary goods. E.S.B. 3345/70/J.
Inquiry for small leather goods and giftware. E.S.B. 3401/70/J.
Inquiry for biscuits; canned foods; confectionery, preserves; sauces; soft drinks and juices; spices; spirits E.S.B. 3460/70/J.

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Inquiry for biscuits; confectionery; fish; jams and marmalades; tinned fish; tinned foodstuffs; whisky. E.S.B. 3538/70/J.
Inquiry for carbon paper; carbonless paper. E.S.B 3701/70/J.
Inquiry for woollen worsted and mixture cloth. E.S.B. 3454/70/J.
Agency inquiry for jersey material; piece-goods. E.S.B. 45251/69/J.
Agency inquiry for fabrics. E.S.B. 1030/70/J.
Agency inquiry for cloth: tweed. E.S.B. 3702/70/J.
Inquiry for flanges. E.S.B. 1622/70/J.

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Agency inquiry for foodstuffs; raw materials for bakery industry. E.S.B. 3370/70/J.
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Inquiry for floor coverings; panels; prefabricated sections; sanitaryware; wall coverings; wall boards. E.S.B. 2530/70/J.
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Agency inquiry for carpeting. E.S.B. 3619/70/J.
Agency inquiry for clothing; knitwear. E.S.B. 3680/70/J.
Inquiry for babies' knitted socks; children's clothing knitwear and pyjamas. E.S.B. 3939/70/J.

GREECE

Bulletin 29/70
Agency inquiry for spectrophotometers. E.S.B. 51686/69/J.
Inquiry for iron hoops; steel sheets and plates; tin plates; zinc sheets. E.S.B. 3844/70/J.

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Inquiry for canulae; hygienic and pharmaceutical articles; medical instruments and appliances. E.S.B. 3359/70/J.

Bulletin 28/70
Agency inquiry for steel sheets. E.S.B. 3659/70/J.

HONG KONG

Bulletin 27/70
Inquiry for yarn. E.S.B. 3520/70/J.

ICELAND

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Agency inquiry for biscuits; confectionery; dried fruit. E.S.B. 3158/70/J.
Inquiry for polythene film tubing. E.S.B. 3157/70/J.

Bulletin 27/70
Inquiry for glass jars. E.S.B. 3390/70/J.

Bulletin 28/70
Agency inquiry for bathroom fittings; chipboard; plastic sheets; sinks; stel tubes; wall tiles. E.S.B. 3479/70/J.

INDIA

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Inquiry for umbrella rib and component manufacturing machinery. E.S.B. 3301/70/J.

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Import trade control policy 1969-70. E.S.B. 1209/G/J.

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Inquiry for lactose. E.S.B. 3561/70/J.
Inquiry for fire-fighting equipment. E.S.B. 3362/70/J.
Inquiry for glass bottle making plant. E.S.B. 3711/70/J.

Bulletin 29/70
Inquiry for chemicals; plastic's resins. E.S.B. 3543/70/J.
Inquiry for vitamins. E.S.B. 3519/70/J.

INDIA/POLAND

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Trade and payments arrangements. E.S.B. 1209/G/J.

IRAQ

Bulletin 29/70
Inquiry for reinforcing bars; steel joists. E.S.B. 3952/70/J.

IRISH REPUBLIC

Bulletin 25/70
Agency inquiry for plastic sanitaryware; plumbing fittings; PVC rainwater goods. E.S.B. 3200/70/J.
Agency inquiry for building and structural systems and components; heating and ventilation equipment; water and sewage treatment equipment and materials; concrete additives and sealants. E.S.B. 3150/70/J.

ISRAEL

Bulletin 26/70
Agency inquiry for steel sheets. strip and rod. E.S.B. E.S.B. 1730/70/J.

Bulletin 27/70
Inquiry for steel tubing. E.S.B. 1155/70/J.

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Agency inquiry for counting machines; cleaning machines. E.S.B. 3612/70/J.
Agency inquiry for gift wrapping ribbons; paper cups plates and garlands; label tags. E.S.B. 3769/70/J.
Inquiry for printed cotton cloth. E.S.B. 3696/70/J.
Manufacture under licence/source of supply – glucose; pastries; potato starch; vanilla flavouring. E.S.B. 3822/70/J.

IVORY COAST

Bulletin 25/70
Inquiry for giftware. E.S.B. 3142/70/J.

Bulletin 26/70
Agency inquiry for foodstuffs. E.S.B. 1674/70/J.

JAPAN

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Agency inquiry for incinerators. E.S.B. 52716/69/J.
Agency inquiry for computer software; integrated circuits. E.S.B. 2937/70/J.

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Agency inquiry for kitchenware. E.S.B. 5600/69/J.
Manufacture under licence – boilers; dust collectors. E.S.B. 3376/70/J.

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Inquiry for plastic pipe bending machine. E.S.B. 3836/70/J.
Agency inquiry for oil stoves. E.S.B. 3838/70/J.
Inquiry for knitwear. E.S.B. 3755/70/J.
Inquiry for hydrometers; machine tools. E.S.B. 3832/70/J.

JAPAN/MEXICO

Bulletin 29/70
Commercial treaty. E.S.B. 1209/G/J.

KENYA

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Inquiry for caustic soda and precipitated whiting plants. E.S.B. 50537/69/J.

KOREA

Bulletin 29/70
Agency inquiry for alcoholic beverages; foodstuffs; household goods. E.S.B. 3805/70/J.

KUWAIT

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Inquiry for electrical and mechanical engineering works. E.S.B. 3044/70/J.

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MALAYSIA

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Inquiry for potato processing machinery. E.S.B. 15854/69/J.

Bulletin 29/70
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MALTA

Bulletin 25/70
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Agency inquiry for automobile accessories and spares; oil; polish; car shampoo. E.S.B. 2986/70/J.

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Agency inquiry for bathroom cabinets; medicine chests; rugs. E.S.B. 3016/70/J.

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Inquiry for plastics moulding machinery; plastic raw materials. E.S.B. 3537/70/J.

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Bulletin 26/70
Inquiry for building equipment and materials. E.S.B. 3377/70/J.

Bulletin 28/70
Inquiry for building supplies. E.S.B. 3439/70/J.

NETHERLANDS

Bulletin 26/70
Inquiry for castings. E.S.B. 3344/70/J.

Bulletin 28/70
Agency inquiry for gauges; industrial instruments; motor vehicle accessories and parts; tachometers; valves. E.S.B. 1425/70/J.

Bulletin 29/70
Manufacture under licence / contractors' plant; cranes; engines; trucks. E.S.B. 2636/70/J.
Agency inquiry for hair dyes. E.S.B. 53320/69/J.

NEW ZEALAND

Bulletin 26/70
Inquiry for upholstery fabrics. E.S.B. 3282/70/J.
Agency inquiry for battery testers; electric meters; hand tools; handkerchief cloth; mattress tickings; paint sprayers; scissors; shirtings; textile piece-goods. E.S.B. 3315/70/J.

NIGERIA

Bulletin 27/70
Inquiry for zip and button making machinery. E.S.B. 3500/70/J.

NORWAY

Bulletin 26/70
Agency inquiry for furniture fabrics E.S.B. 31675/69/J

Bulletin 27/70
Inquiry for tap. E.S.B. 20116/69/J.
Inquiry for hose couplings. E.S.B. 20116/69/J.

PAKISTAN

Bulletin 28/70
Inquiry for chemicals. E.S.B. 922/70/J.

PHILIPPINES REPUBLIC

Bulletin 29/70
Inquiry for magnets for loudspeakers. E.S.B. 2630/70/J.

PORTUGAL

Bulletin 26/70
Inquiry for cold-rolled steel sheets; lead. E.S.B. 2320/70/J.

Bulletin 27/70
Agency inquiry for air-guns; glassware; tableware. E.S.B. 2874/70/J.

Bulletin 28/70
Inquiry for echo-encephalograph. E.S.B. 3618/70/J.
Agency inquiry for air-conditioning installation equipment; refrigeration installation equipment. E.S.B. 2861/70/J.

QATAR

Bulletin 25/70
Inquiry for carpets; cinema seats; electrical goods; furniture; vehicle spare parts. E.S.B. 3195/70/J.

SAUDI ARABIA

Bulletin 26/70
Inquiry for corrugated aluminium sheeting. E.S.B. 3389/70/J.

Bulletin 28/70
Inquiry for conveyor belting. E.S.B. 1477/70/J.

SIERRA LEONE

Bulletin 27/70
Inquiry for meat products. E.S.B. 3511/70/J.

SINGAPORE, REPUBLIC OF

Bulletin 27/70
Registration of contractors. E.S.B. 1209/G/J.

Bulletin 28/70
Agency inquiry for switchgear. E.S.B. 2787/70/J.
Agency inquiry for brackets; castors; spanners. E.S.B. 47407/69/J.

Bulletin 29/70
Agency inquiry for cash registers; cheque writers; desk gimmicks. E.S.B. 3719/70/J.

SOUTH AFRICA

Bulletin 25/70
Agency inquiry for audio-visual aids and equipment. E.S.B. 3106/70/J.

Bulletin 28/70
Inquiry for freezers; refrigerators. E.S.B. 3611/69/J.

Bulletin 29/70
Agency inquiry for radio-equipment; electrical appliances. E.S.B. 3626/70/J.
Manufacture under licence – cinema and office seating. E.S.B. 3103/70/J.

SOUTHERN YEMEN

Bulletin 29/70
Inquiry for gas producing machinery for soft drinks; gas bottles. E.S.B. 3523/70/J.

SPAIN

Bulletin 29/70
Inquiry for paper products. E.S.B. 2333/70/J.

SWEDEN

Bulletin 28/70
Agency inquiry for carpets. E.S.B. 3292/69/J.

Bulletin 29/70
Agency inquiry for car accessories. E.S.B. 3608/70/J.

SWITZERLAND

Bulletin 25/70
Agency inquiry for electrical and electronic components. E.S.B. 2846/70/J.
Inquiry for fabrics; elastic tape. E.S.B. 3029/70/J.
Inquiry for steel profiles. E.S.B. 2960/79/J.
Inquiry for yarns. E.S.B. 3504/70/J.

Bulletin 26/70
Inquiry for stone crushing plant. E.S.B. 2842/70/J.
Inquiry for stearic acid; polystyrene extrusion material – granular; polyethylene extrusion material; para cresol. E.S.B. 3624/70/J.

Bulletin 27/70
Inquiry for rail and bar sectioning machine. E.S.B. 3634/70/J.
Agency inquiry for catheters; injection needles; rubber bags and masks; syringes. E.S.B. 3591/70/J.
Inquiry for alcoholic beverages; coffee; flan specialities; foodstuffs; tea. E.S.B. 44968/69/J.
Inquiry for men's artificial fur coats. E.S.B. 44174/69/J.

Bulletin 28/70
Agency inquiry for valves for radio and television transmitters. E.S.B. 3489/70/J.
Inquiry for ball bearings; cog wheels; steel driving chains. E.S.B. 22387/69/J.
Agency inquiry for dental implements; electric motors; small hand tools. E.S.B. 3623/70/J.
Inquiry for steel strip. E.S.B. 40988/69/J.
Inquiry for cable. E.S.B. 3450/70/J.

Bulletin 29/70
Agency inquiry for potentiometers. E.S.B. 6825/70/J.
Inquiry for steel strip. E.S.B. 3635/70/J.
Inquiry for children's clothing. E.S.B. 19167/69/J.
Agency inquiry for disposable hospital and laboratory equipment. E.S.B. 3547/70/J.
Inquiry for clothing. E.S.B. 3923/70/J.
Agency inquiry for cardboard; paper products. E.S.B. 3842/70/J.

TAIWAN

Bulletin 27/70
Inquiry for pharmaceuticals. E.S.B. 31341/69/J.

THAILAND

Bulletin 27/70
Inquiry for bolts; nuts. E.S.B. 47001/69/J.

TRINIDAD/TOBAGO

Bulletin 28/70
Inquiry for wire rods. E.S.B. 5742/70/J.

TURKEY

Bulletin 26/70
Inquiry for compressors; graders; loaders; tractors; trailers; vehicles. E.S.B. 3176/70/J.

Bulletin 28/70
Inquiry for tyre retreading plant. E.S.B. 3332/70/J.

UGANDA

Bulletin 29/70
Agency inquiry for clothing; fabrics; linoleum; neckties. E.S.B. 3695/70/J.

UNITED ARAB REPUBLIC

Bulletin 25/70
1s. Inquiry for diesel generating sets. E.S.B. 3009/70/J.

UNITED STATES OF AMERICA

Bulletin 26/70
2s. Inquiry for stainless steel sinks. E.S.B. 3309/70/J.

Bulletin 27/70
Agency inquiry for plastic materials. E.S.B. 3478/70/J.

Bulletin 28/70
Inquiry for steelworks. E.S.B. 3615/70/J.
Inquiry for toys. E.S.B. 2266/69/J.

Bulletin 29/70
Inquiry for confectionery. E.S.B. 3678/70/J.
Agency inquiry for construction equipment and supplies. E.S.B. 3737/70/J.
Inquiry for department shoe merchandise. E.S.B. 2943/70/J.

VARIOUS

Bulletin 29/70
Visits by British overseas commercial representatives. E.S.B. 28949/69/J.

VENEZUELA

Bulletin 29/70
Inquiry for soft drink dispenser. E.S.B. 3713/70/J.

YUGOSLAVIA

Bulletin 29/70
Inquiry for new chocolate factory. E.S.B. 3627/70/J.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

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Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in January 14 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page viii of October 1 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

Mr. Max Clayton

Mr. W. Murphy

Visits to four continents

MR. MAX CLAYTON, managing director of British Ropeway Engineering Co. Ltd., Sevenoaks, Kent, is currently on a month's business tour covering Greece, India and South Africa. He spent two days with the company's agents in Athens, J. Serpieri and D. Gripari, discussing ropeway prospects in Greece. Then he visited Breco's general manager in Calcutta and made a tour of the huge industrial ropeway complexes of Jharia and Jambad in the West Bengal coalfields, both of which were designed and recently completed by his company.

Another installation visited by Mr. Clayton was the £250,000 ropeway at the United Provinces Government cement factory at Churk.

Leaving Bombay on February 10, Mr. Clayton spent the last two weeks of his tour in South Africa, based on Johannesburg, where he obtained a visa to travel to Mozambique.

Also active overseas during the early months of 1970 was Mr. William Murphy, the company's sales manager. He took a weekend flight to Madrid on January 30, travelling from there to Seville. Cabinlift and chairlift inquiries have been received from these cities. Then on February 8 he flew to Los Angeles on a three-week tour of the California area, which he last visited in 1968. Mr. Murphy has been following up several major projects initiated at that time.

On April 12 he flies off again – this time as a member of a trade mission to South Africa organized by the Kent and Sussex Exporters' Club, with the Board of Trade support. After an official reception in Johannesburg on April 13, Mr. Murphy will be in the hands of A.T.W. Mechanical Pty. Ltd., for the remainder of the three-week visit, much of which will be spent following up Mr. Clayton's discussion with business prospects.

Export chief visits New Zealand

MR. FRANK BRIGGS, tyre export manager, of Pirelli Ltd., is making a five-week tour of Australia, New Zealand and Ceylon during which he will negotiate the sale of United Kingdom-made Pirelli tyres by local distributors to the New Zealand tyre replacement market.

From July 1, restrictions will be lifted by the New Zealand government on the importation of tyres from overseas, including Britain. New Zealand will bring the number of countries to which Pirelli currently exports tyres to 35.

Quick return visit to United States

MR. A. J. RUSHWORTH, export sales manager of Lancaster Carpets Ltd., Denton, Manchester, who travelled thousands of miles in Canada and the United States at the beginning of this year, left recently on a five-week world tour, taking him back to America before going on to Australia and Africa.

In Australia he will link up with the North-West Export Club trade mission, which will be visiting main centres. He will leave the mission to make his own way to Johannesburg, following this with promotion visits to Zambia and Kenya.

Mr. E S. Hammett, chairman of Lancaster Carpets, leading exporters of tufted carpets, revealed that carpet exports had increased in 1969 by 24 per cent, bringing the actual sales value to over £1 million. He also added: 'Lancaster probably supply more foam-backed carpet than any other manufacturer in Europe – up to 100,000 sq. yds. a week.'

Four week African tour

MR. C. A. WHITE, area sales manager for Thorn Lighting Ltd., left yesterday (February 17) on a four-week tour of Nigeria, Ghana, Sierra Leone, Senegal and Morocco. In Nigeria he will meet local agents and customers, with particular emphasis on future business and the hope of a return to more normal trading conditions. He will also contact public works officials and commercial officers at British Embassies.

Demonstration tours

A MARKETING DIRECTOR is making a 14-day tour of Italy to support the appointment of an import agency. He will travel in a specially built demonstration coach, incorporating two actual machines, projection equipment and a hospitality suite.

The director is 34-year-old Mr. Ian Yearsley, of Abrasive Developments Ltd., Henley-in-Arden, Warwickshire. The company is well known for the design and manufacture of atmospheric and sub-atmospheric processes for the cleaning and finishing of components.

The new agents, International Macchine Utensili, Milan, are leading importers of British-made machine tools. The demonstration tour will be to leading industrial centres. Actual samples (pump rotors, dies, etc.) will be cleaned and surface finished on the machines in the coach.

The tour is part of the company's policy calling for intense action in Europe. The company will also publish Italian, French and German editions of their four-page newspapers, *AD News*. Foreign language sales literature has also been produced to support local agents.

OUTWARD MISSIONS

Glasgow Chambers visit to Far East

EIGHTEEN FIRMS, ten of them Scottish, whose products range from self-adhesive wall coverings to surgical dressings, have joined the Glasgow Chamber of Commerce trade mission to Hong Kong and Japan from May 2 to 22.

Mr. Matthew Neil, secretary of the Glasgow Chamber, said: 'This is a hard-selling mission, but we also hope that our visit will help to further publicize Scottish firms, and show customers and potential customers in Hong Kong, Tokyo and Osaka that we want to increase our sales to them.'

Mr. Neil, who will accompany the 20-man mission to be led by Mr. Robin MacLellan, president of the Glasgow Chamber of Commerce, is making a reconnaisance visit to the areas from February 24 to March 7.

The mission's itinerary is: Hong Kong, May 3-6; Tokyo, May 6-16; Osaka, May 16-21. Return to Glasgow on May 22.

April visit to Canada

THE Croydon Export Club has been in existence for something under two years and now has approximately 100 member firms drawn from the new commercial development of Croydon, as well as surrounding districts. The Club is making its first group venture and a trade mission to Canada is being mounted under the auspices of the BNEC. The itinerary is as follows: Vancouver, April 7 to 13; Toronto, April 14 to 20; and Montreal, April 20 to 24. A smaller party is then spending three to four days in New York. Individual members will also visit some or all of the following: Winnipeg, Edmonton and the Maritime Provinces, Chicago and Detroit. The mission leader will be Mr. P. N. Whitehead, director of Dawson Keith Electric Ltd. The mission secretary is Mr. M. J. Mason, of National Westminster Bank Ltd.

Government Publications

required by customers in the West of England may be obtained quickly from

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Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

Just 10 days after an urgent telephone call from an overseas customer, six Petbow generating sets weighing nearly five tons each were loaded aboard a Boeing 707 aircraft specially chartered for the purpose. The generating sets, which are powered by Rolls-Royce diesel engines, each have an output of 170 kVA from the Petbow brushless alternators and are totally enclosed units, weather protected and suitable for operating in tropical climates. Similar air deliveries to overseas customers are regularly supplied by Petbow, who specialize in quick delivery, some of which include a 10-ton generator to Sierra Leone, welding plant to the United States and several generating sets to the Panama Canal.

Refuse equipment for South Africa

Tri-City European Sales Ltd., Sittingbourne, Kent, a company jointly owned by Drinkwater (Services) Ltd. and Industrial Services of America Inc., have received an order valued at over £14,000 from their South African selling agent, Multi-Container Vehicles (Pty) Ltd., of Jeppestown, Johannesburg. The equipment includes seven Tri-Pak refuse (or waste) compactors manufactured at Sittingbourne and two Drinkwater Tri-Truk container vehicles manufactured in Birmingham. The order came only two months after a Tri-Pak compactor had been sent to Multi-Container Vehicles as a demonstration model.

£800,000 order for presses

An order for presses worth some £800,000 has been placed by Volvo of Sweden with USI-Clearing in London as part of Volvo's previously announced five-year investment programme for the 1970's.

Commenting upon this order, Mr. Donald Giles, managing director of USI-Clearing's European office, said: 'This order, together with the abolition of import duties as part of the EFTA arrangements and with new sales records for Volvo cars and trucks, gives the British machine tool industry a welcome shot in the arm and bodes well for British exports.'

The order was obtained against fierce international competition.

All nine presses are to be built by Vickers at Newcastle and delivery is planned for next summer.

Record year again for Conder

With a final order book for 1969 in excess of £10 million, the Conder Group, Winchester, Hants., have beaten their previous record set up last year by £2·5 million, and have succeeded in trebling their annual turnover rate since 1964 – despite some recession in the building industry generally during this period. Almost £2 million of this total is attributable to overseas work.

The familiar Conder yellow portal frames are to be seen in almost any area in the United Kingdom, and although industrial buildings form the major part of the group's turnover, the Conder Kingsworthy industrialized building system is making an increasing contribution to profits.

Container handling deliveries

Deliveries of Lancer container handling sideloaders to ports and terminals throughout the world continue to average nearly one a week. Recent deliveries have included a 2,500 Series truck to Rotterdam's Unitcentre, where two Lancers are already in service; a 3500 Series sideloader to Switzerland; another 3500 to Italy; and seven container handling Lancers to North America, under Lancer Boss Ltd.'s marketing agreement with Allis-Chalmers.

The Lancer 3500 Series sideloader picks up, transports, stacks and loads to road or rail 20-, 30- or 40-ft. freight containers weighing up to 30 tons, while the 2500 Series caters for 20-, and 30-ft. containers.

£685,000 orders from Austria and Germany

Whitlock Bros. Ltd., have received orders worth £135,000 and £550,000 respectively from their Austrian and German distributors. The orders placed are for excavator/loaders – 45 for Austria and 132 for Germany.

Mobile sales unit for Austria

Locomotors Ltd., Mitcham, Surrey, were recently awarded their largest export order for a single vehicle – a mobile shop to dispense milk products for one of the major dairy complexes in Austria. The contract was obtained following a chance lead unearthed by their export sales manager, Mr. Don Sales, while on a visit to Austria in February last year, liaison with the British Commercial Attache, and follow-up visits by Mr. Sales. Original designs were produced by the company to meet the customer's specific requirements.

The mobile sales unit will be used at events such as fairs and outdoor exhibitions.

£1·5 million Thailand project

A consortium of Dillingham Far East Corporation, of the United States, and Taylor Woodrow International Ltd., London, has been awarded a contract valued at over £1.5 million for marine works for Esso Standard Thailand Ltd., at Sriracha, Thailand.

The project, due for completion by the end of 1970, includes construction of a 260-metre-long jetty, crude oil unloading and product loading berths, and underwater pipelines.

This is the second Far East contract awarded to the consortium, which is carrying out a £6.75 million wharf project for the containerization of the docks at Singapore.

£700,000 Swedish order

Dexion Ltd., storage and materials handling engineers of Wembley, Middx., have won a £700,000 contract from Kooperativa Forbundet of Sweden. KF recently built a 820,000 sq. ft. warehouse at Bro, 34 km. north-west of Stockholm. The proposals submitted by Dexion Ltd., increased the warehouse capacity by 20 per cent over the original estimates. As a result, Dexion Ltd., have been appointed main equipment contractors for the project and will supply, install and commission several types of storage equipment to cope with the 60,000 product lines to be accommodated.

Record carpet exports

Mr. S. F. Townsend, chairman of Kosset and vice-chairman of the parent company, Carpets International Ltd., recently expressed confidence in the continued growth of the soft floorcovering market and predicted an increasing share of this market for tufted carpets.

Mr. Townsend announced record exports of over £1 million in 1969, an increase of £250,000, justifying Kosset's claim to be the largest single exporter of tufted carpets from the United Kingdom.

Heat exchange equipment for Algeria

Sonatrach, the Algerian petroleum company, has placed an order worth nearly £300,000 with GEA Airexchangers Ltd., London, for the supply of air-cooled heat exchangers for use in its Arzew gas-separation plant. The order has been gained against stiff international competition.

The equipment will be manufactured at GEA's factory in Northern Ireland and will incorporate 300,000 ft. (91,440 m.) of finned tube manufactured by Howell & Co. Ltd., a TI Company, of Sheffield.

£104,000 contract for Russian plant

Instrumentation worth £104,000 for a new Russian steel plant has been supplied by Kent Instruments Ltd., Luton, Beds., for the control system of a pelletizing plant based on the Lurgi principle at Krivoi Rog, main contractors for which are Ashmore Benson Pease & Co. Ltd.

Exports doubled

In the first four months of the current fiscal year (August-December) exports of Kennametal products from the Brierley Hill, plant were more than double the figure at the same time last year, representing almost 70 per cent of the figure achieved in the previous fiscal year. The value of current shipments is well ahead of budget.

A new bank of sintering furnaces was recently installed and is now operational. These will be followed in late spring by additional capacity not only in this direction but in the equipment needed to support the volume now being produced both for home and export sale.

Kennametal cemented carbides are produced from raw materials produced within the British Commonwealth.

Tariff, Customs and Import Regulations in overseas countries

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations, Proposed Regulations, Decisions and Proposed Directive, which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French texts of the Regulations, Proposed Regulations, Decisions and Proposed Directive may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757. Ext. 7174).

GENERAL

The *Journal Officiel des Communautés Européennes* No. C14 dated February 4, 1970 contains the text of a Proposed Regulation relating to the general rules for applying Article 11 and Article 12, Paragraph 1, of **Regulation (CEE) No. 1975/69** establishing a premium system for the slaughter of dairy cows and for the non-marketing of milk and milk products. It should be noted that the text of this Regulation, when finally approved, may differ from the draft text referred to above.

SUGAR

Regulation (CEE) No. 182/70 fixes the basic amount of the import levy for syrups and certain other products in the sugar sector (*Journal Officiel* No. L24 dated January 31, 1970).

Regulation (CEE) No. 187/70 modifies **Regulation (CEE) No. 2104/68** in so far as it concerns the share of the storage charges which, in the event of a carry-over, is paid by the producers of sugar beet and sugar cane, during the 1969/1970 Sugar Marketing Year. (*Journal Officiel* No. L24 dated January 31, 1970).

Decision No. 70/110/CEE relates to fixing the maximum amount of the refund for the thirteenth partial auction of white sugar effected under **Regulation (CEE) No. 1965/69.** (*Journal Officiel* No. L24 dated January 31, 1970).

Regulation (CEE) No. 199/70 modifies the denaturation premiums for sugar fixed by **Regulation (CEE) No. 840/68** (*Journal Officiel* No. L27 dated February 4, 1970).

Regulation (CEE) No. 224/70 concerns regular adjudications to determine the export refund for unrefined sugar beet. (*Journal Officiel* No. L29 dated February 6, 1970).

MILK AND MILK PRODUCTS

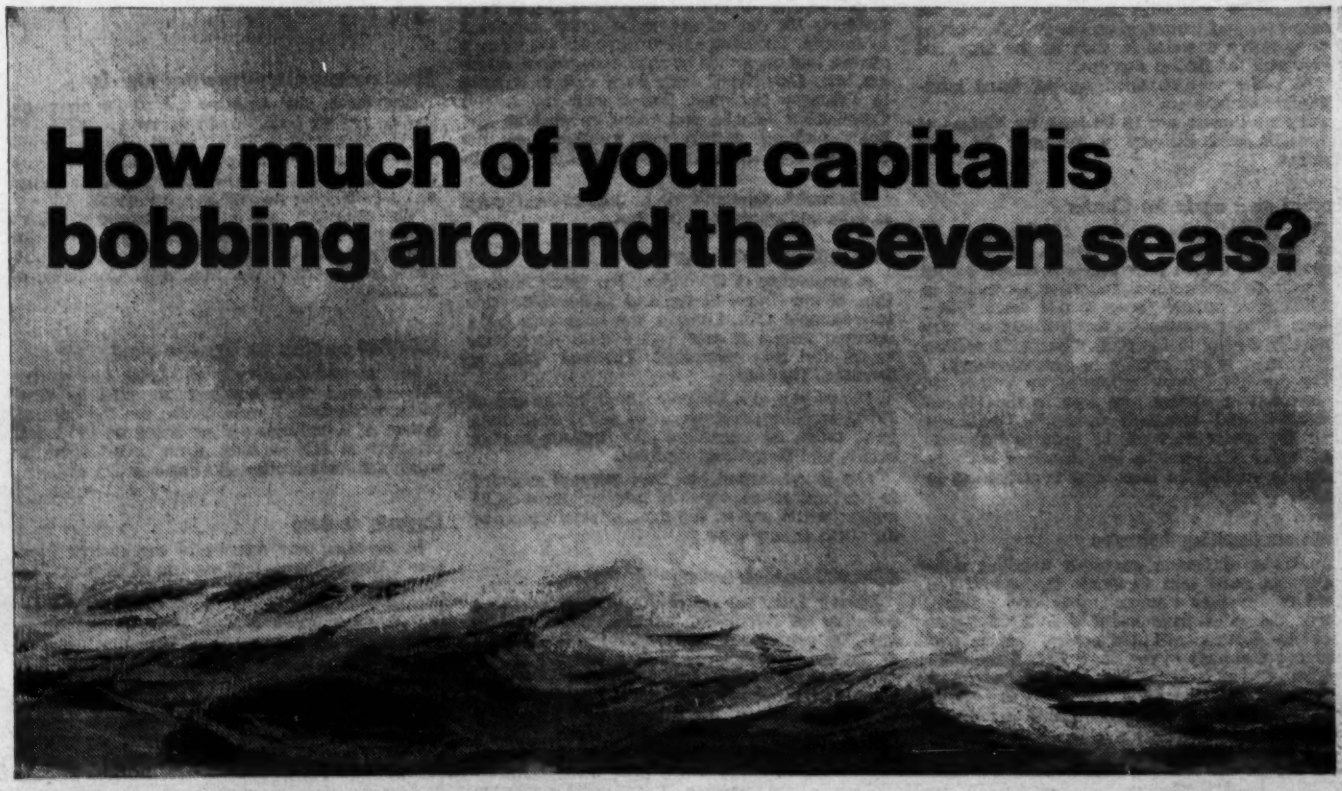
Decision No. 70/95/CEE relates to fixing the minimum price of powdered skimmed milk for the twenty-fifth special auction effected under **Regulation (CEE) No. 1286/69** (*Journal Officiel* No. L25 dated February 2, 1970).

Decision No. 70/96/CEE relates to fixing the minimum price of butter for the twelfth special auction effected under **Regulation (CEE) No. 1871/69** (*Journal Officiel* No. L25 dated February 2, 1970).

Decision No. 70/97/CEE cancels the seventh special auction of powdered skimmed milk to be effected under **Regulation (CEE) No. 2186/69** (*Journal Officiel* No. L25 dated February 2, 1970).

Decision No. 70/98/CEE relates to fixing the minimum price of butter for the sixteenth special auction effected under **Regulation (CEE) No. 1659/69** (*Journal Officiel* No. L25 dated February 2, 1970).

Decision No. 70/113/CEE relates to fixing the minimum price of powdered skimmed milk for the twenty-sixth special auction effected under **Regulation (CEE) No. 1286/69** (*Journal Officiel* No. L27 dated February 4, 1970).



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REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LIST.

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Decision No. 70/114/CEE relates to fixing the minimum price of butter for the seventeenth special auction effected under **Regulation (CEE) No. 1659/69** (*Journal Officiel* No. L27 dated February 4, 1970).

Decision No. 70/115/CEE relates to fixing the minimum price of butter for the thirteenth special auction effected under **Regulation (CEE) No. 1871/69** (*Journal Officiel* No. L27 dated February 4, 1970).

Decision No. 70/116/CEE cancels the eighth special auction of powdered skimmed milk to be effected under **Regulation (CEE) No. 2186/69** (*Journal Officiel* No. L27 dated February 4, 1970).

Regulation (CEE) No. 210/70 modifies **Regulation (CEE) No. 210/69** relating to communications between Member States and the Commission in the milk and milk products sector (*Journal Officiel* No. L28 dated February 5, 1970).

CITRUS FRUITS

Regulation (CEE) No. 193/70 establishes the methods of application for the measures specified to promote the marketing of community oranges and mandarins (*Journal Officiel* No. L26 dated February 3, 1970).

Regulation (CEE) No. 208/70 establishes the methods of application for the measures specified to promote the processing of oranges (*Journal Officiel* No. L28 dated February 5, 1970).

Regulation (CEE) No. 209/70 fixes for the 1969/1970 Marketing Year the minimum purchase price for oranges delivered to industry and the amount of financial compensation for the processing of these oranges (*Journal Officiel* No. L28 dated February 5, 1970).

The *Journal Officiel des Communautés Européennes* No. C14 dated February 4, 1970 contains the text of a Proposed Regulation to annul **Regulations (CEE) Nos. 1541/69 and 1542/69** relating to imports of citrus fruits from Spain and Israel at a reduced rate of duty. It should be noted that the text of this Regulation when finally approved may differ from the draft text referred to above.

EGGS

The *Journal Officiel des Communautés Européennes* No. C14 dated February 4, 1970 contains the text of a Proposed Regulation to complete **Regulation (CEE) No. 122/67** in so far as it concerns the fixing in advance of export refunds in the eggs sector. It should be noted that the text of this Regulation when finally approved may differ from the draft text referred to above.

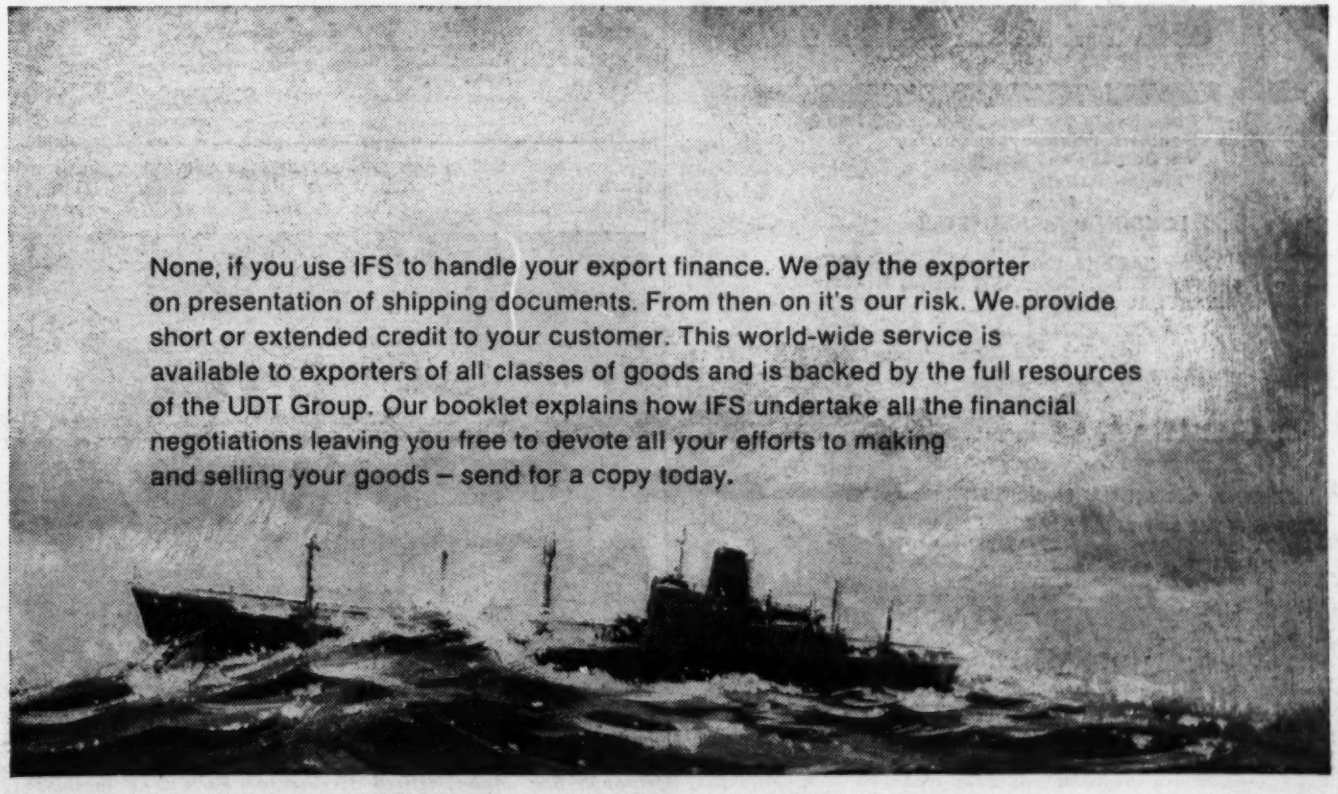
CATTLEMEAT, BEEF AND VEAL

Regulation (CEE) No. 206/70 modifies **Regulations (CEE) Nos. 1025/68** and **1072/68** in so far as they concern the definition of cattle carcasses (*Journal Officiel* No. L28 dated February 5, 1970).

Regulation (CEE) No. 207/70 modifies **Regulation (CEE) No. 1082/68** in so far as it concerns the coefficients expressing the amount of meat in preserves made partly from chilled meat (*Journal Officiel* No. L28 dated February 5, 1970).

The *Journal Officiel des Communautés Européennes* No. C14 dated February 4, 1970 contains the text of a Proposed Directive

(EUROPEAN COMMUNITIES, *continued on next page*)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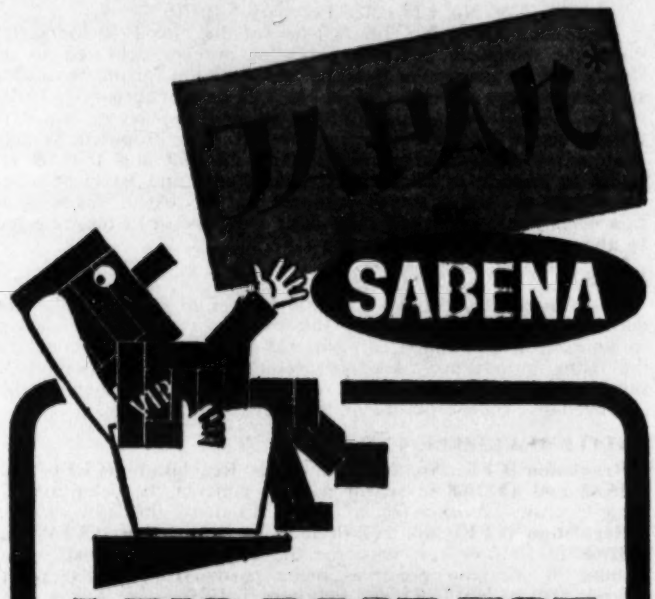

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EUROPEAN COMMUNITIES, *continued*

to extend the time allowance specified by Article 7, Paragraph 1.C. of **Directive No. 64/432/CEE** relating to intra-Community trade in cattle and pigs. It should be noted that the text of this Directive which will affect cattle only when finally approved may differ from the draft text referred to above.

OILS, FATS AND OIL SEEDS

Decisions Nos. 70/93/CEE and **70/94/CEE** exempt the Netherlands and Belgium respectively from applying **Directive No. 69/208/CEE** concerning the marketing of oil and fibre plant seeds to certain types of seeds (*Journal Officiel* No. L25 dated February 2, 1970).

Imports from non-member countries

THE *Board of Trade Journal* dated August 13, 1969 (page 451) contained details of goods which under Article 115 of the Treaty of Rome, will not benefit from community treatment when imported by a Member State, even though they may be accompanied by a circulation certificate.

The *Journal Officiel des Communautés Européennes* No. L25 dated February 2, 1970 contains the text of **Decision No. 70/100/CEE** authorizing France to exclude from Community treatment horse meat (common customs tariff No. ex. 02.01 A I), originating in third countries and freely circulating in the other Member States.

The French text of this Decision may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

Common Customs Tariff

THE *Journal Officiel des Communautés Européennes* No. L25 dated February 2, 1970 contains the text of **Decision No. 70/99/CEE** authorizing Germany to postpone until March 31, 1970 the raising of their national rates of duty to those of the common customs tariff in respect of the following products originating in Algeria:

Tariff No.	Products	Rate of duty	Quantity (Volume in HL.)
ex 22.05 B I (b)	Wines, other than sparkling, other than white, of an alcoholic strength not exceeding 13°, imported in containers containing more than 2 litres	50% of the duty in the Common Customs Tariff	44,000
ex 22.05 B II (b)	Wines, other than sparkling, of an alcoholic strength exceeding 13° but not more than 2 litres		
ex 22.05 B	Wines intended, under customs control, for the preparation of vermouths, the manufacture of vinegar, distilling or mixing	25% of the duty in the Common Customs Tariff	25,000

The French text of this Decision may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

One of a new range of thermoplastic moulding machines made and marketed by Herbert Associates Ltd., Coventry, this Herbert 400-SL Injection Machine has been sold to a company in France through Soc. Anon. Alfred Herbert of Paris. The machine is capable of moulding 74 cubic inches per shot, and has a mould-locking capacity of 400 tons.

IRISH REPUBLIC

Licence for imports of raw apples

THE IRISH Minister for Agriculture and Fisheries has announced that he is prepared to grant licences under the Apples (Regulation of Imports) Order 1951 (which relates to apples grown elsewhere than in the United Kingdom) for the importation of raw apples during the period February 17, 1970 to July 7, 1970.

Applications for licences should be addressed to the Secretary, Department of Agriculture and Fisheries (Section 4), Dublin 2, and should indicate initially the quantity which it is desired to import during the period up to March 31, 1970.

Note:

Raw apples grown in the United Kingdom may be imported without a licence.

FRANCE

Import regulations for meat for human consumption

THE FRENCH *Journal Officiel* of January 27 announced that the following establishments should be added to the list of abattoirs and processing concerns in Britain inspected and approved by the competent authorities:

Name and address of firm	Approved No.
Tyne Brand Products Ltd., Maryport, Cumberland	EWP 28
W. H. Maybery Ltd., Pontardawe, Glamorgan	EWS 82

The names of the concerns listed below should be deleted from the lists published in the *Board of Trade Journals* of June 4, 1965 (page 1273), June 25, 1965 (page 1438), and April 2, 1965 (page 763).

Name and address	Approved No.
Public Abattoir, Kingston-upon-Hull, Yorks.	EWS 27
Public Abattoir, F M C (Meat) Ltd., Weston-super-Mare, Somerset	ESW 30
Public Abattoir, Wishaw, Lanarkshire	S 6

Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

Duty free quota for tunny fish

THE FRENCH *Journal Officiel* of February 1 announced the opening of a duty-free quota for 1970 for the importation of tunny fish (germon) for preserving purposes, originating in and imported from all countries other than member countries of the EEC and Rhodesia.

Applications for licences on form AC should be sent to the Direction generale des douanes et droits indirects (Division des échanges E), 8 rue de la Tour des Dames, Paris 9e, where they will be examined as and when received. They will be valid only from importers accepted by the Federation nationale des conserveurs de produits de la mer.

The actual consignees, assignees and users of the fish imported under this quota must comply with the formalities set out at Article 4 of the Order of June 28, 1963, stating the conditions of admission of certain goods under a more favourable tariff treatment in view of their intended purpose.

Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel 01-248 5757, Ext. 423/408/288) where the French text may be seen.

ISRAEL

Bankruptcy regulations

REGULATIONS HAVE been issued for the registration of credit assignments. Inquiries should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

Import regulations

THE MINISTRY of Commerce and Industry has announced that Item No. 84.63 2091 of the Free Imports Order, 1969 – Plain shaft bearings, weighing not more than 100 kg each – has been repealed.

The Ministry of Agriculture has issued an amendment to the Seeds Law of 1956.

Further inquiries about these notices should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

KENYA

Import licensing regulations

LEGAL NOTICE No. 10, published in the Kenya *Official Gazette Supplement* No. 5 of January 23, announces, with effect from January 20, the Imports, Exports and Essential Supplies (Imports) (Amendment) Order, 1970, which amends the Imports, Exports and Essential Supplies (Imports) Order, 1968. The First Schedule to the latter Order, published in the *Board of Trade Journal* of December 13, 1968 (pages 1662-1664), and subsequently amended, is now further amended as follows:

First Schedule

Code	Division Number, Group Number, Item, Codes and Items
	(a) By deleting therefrom the following items:
651 2 0 0	Hand knitting wool only
651 6 0 0	Yarn of man-made fibre (synthetic)
694 1 0 0	Round wire nails only
	(b) By inserting therein in their correct numerical order the following new items:
651 2 0 0	Hand knitting yarn made out of wool fibre, synthetic fibre, and a mixture thereto, for hand knitting, and/or hand operated knitting machines
651 6 0 0	Yarn and thread of synthetic fibre and mixture thereto for hand knitting and/or hand operated knitting machines (excluding rayon thread put up for retail sale)
	Division 69 – Manufactures of metal, n.e.s.
	Group 693 – Wire products excluding electric and fencing grills.
693 2 0 1	Barbed wire of iron or steel
693 2 0 9	Other fencing wire of iron or steel
694 1 0 0	Round wire netting and fencing nails, tacks, staples
694 2 0 1	Bolts, nuts and washers
694 2 0 2	Wood screws
694 2 0 9	Rivets

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

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UGANDA

Import prohibition of some textile goods

STATUTORY INSTRUMENT No. 16, published in the Uganda *Official Gazette* of January 30, announces, with effect from January 27, the External Trade (Prohibition of the Importation of Goods) Order, 1970.

The importation into Uganda of any class of textile goods specified in the Schedule to the above Order (more particularly identified by the code numbers set out in relation thereto) originating from any country is hereby prohibited.

Schedule

Textile goods subject to import prohibition

Statistical code	Items
652 1 0 0	Cotton fabrics, woven, grey (unbleached), not mercerized.
	Cotton fabrics, woven, other than grey:
652 2 0 1	Bleached
652 2 0 2	Coloured (woven of coloured yarn or of yarns of different colours).
652 2 0 3	Dyed khaki drill and twill
652 2 0 4	Dyed drills and twills, other than khaki
652 2 0 5	Dyed, other
652 2 0 6	Printed
	Fabrics, woven, of synthetic fibres:
653 5 0 1	Grey (unbleached)
653 5 0 2	Bleached
653 5 0 3	Coloured (woven of coloured yarn or of yarns of different colours)
653 5 0 4	Dyed
653 5 0 5	Printed
	Fabrics, woven, of regenerated (artificial fibres:
653 6 0 1	Grey (unbleached)
653 6 0 2	Bleached
653 6 0 3	Coloured (woven of coloured yarn or of yarns of different colours)
653 6 0 4	Dyed
653 6 0 5	Printed

NIGERIA

Import licence extension for three months

THE FOLLOWING Legal Notice No. 79 of 1969, Import Licence (Extension) Notice, 1969, was published in the Federal Republic of Nigeria *Official Gazette* of December 27:

'1. The duration of all unused or partly used import licences issued in 1969 by the Authority is hereby extended for a period of three months, commencing January 1, 1970 and ending with March 31, 1970.

'2. Accordingly, any importer affected by paragraph 1 above is hereby permitted to make shipment in respect of the licences issued in 1969 up to March 31, 1970. Such licences should not be sent to the Federal Ministry of Trade for any endorsement. The Board of Customs and Excise shall allow the importation of the goods concerned on presentation of the necessary documents showing that shipments are made not later than March 31, 1970.'

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

DAHOMEY

New Tariff

THE TARIFF Section of the Board of Trade now has a copy of the new Dahomey Tariff. All inquiries should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Exts. 408, 423 or 288).

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of addresses is given on pages i-viii of January 14 issue.

TOGO

Increase in 'tax forfaitaire'

IT HAS BEEN reported that with effect from January 1, 1970, the Togo 'tax forfaitaire' has been raised from 17 per cent to 18 per cent. This is based on duty paid value.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Exts. 408, 423 or 288).

REPUBLIC OF SOUTH AFRICA

Customs tariff change

UNDER South African *Government Gazette* notice No. R.150 of January 30, the rebate allowed in respect of approved wines, spirits, matured by storage in a customs and Excise warehouse is increased.

PAKISTAN

Import duty

THE GOVERNMENT OF Pakistan announced on January 20 the imposition of import duties for a period of six months on the following electronic components:

Germanium transistors and diodes	30 per cent
Silicon transistors and diodes	240 per cent

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455).

MAURITIUS

Import control

THE BOARD OF TRADE has received copies of Mauritius Government Notices Nos. 127, 129 and 139 of 1969. The effect of these notices is to make it necessary for importers of the following goods to obtain an import licence to import them into Mauritius from, *inter alia*, the United Kingdom. The goods are:

Metal openings
Storage batteries and accumulators
Rubber retreading materials
Industrial machines
Beans
Spices

MALAYSIA

Import control

THE MALAYSIAN *Government Gazette* of January 29, 1970, publishes the Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 2) Order 1970, which amends the Second Schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order, 1969, by the addition of the following:

Heading No.	Description of goods	Country
39.01 510	Laminated plastic sheets	All countries

This means that the goods shown are now subject to special licensing when imported into the States of Malaya from any country.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 437, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2653/6) and not to HMSO.*

How can we ever make up for our New York schedule?

Monday	No Flight
Tuesday	No Flight
Wednesday	15.15 hrs.
Thursday	15.15 hrs.
Friday	No Flight
Saturday	No Flight
Sunday	17.00 hrs.

It's true that our three flights a week are unlikely to drag much of your business away from the big boys.

But if you are interested when your cargo actually arrives at its destination (rather than when it takes off from London) we still might be able to win your favours.

For a start, we can promise that your documents will be available for clearance an hour after your cargo has touched-down at Kennedy airport.

And that we won't lose your goods in our vast computerised warehouse.

Simply because, we don't have one to lose it in. (Our warehouse, big though it is, is run by men not machines. And incidentally, has one of the lowest pilferage rates in the business).

So, though your cargo may take off later with us, it can still be first to reach the people at the other end.

Who, by the way, will already know what's coming, as we always telex New York saying what cargo we have on board.

All these may only be small ways to persuade you to put your cargo into our bellies.

But when you are not a giant airline, little things count.

20 YEARS EL AL

EL AL Israel Airlines.

EL AL Air Cargo, London: 22 Conway St., W.1. 01-636 1148.
London Airport Heathrow: Cargo Terminal 01-759 0991.
Manchester: 218 Royal Exchange 061-832 4208.

Customs tariff changes

DETAILS are given below of changes in the New Zealand Customs Tariff which came into effect on January 23, 1970:

Tariff Item	Description	Unit	Rates of duty: British Preferential	Most Favoured Nation	General Tariff
	Chapter 21. Miscellaneous edible preparations				
21.07	Food preparations not elsewhere specified or included:				
21.07.11	Suet preparations containing more than 50% by weight of suet	Lb.	32½% Aul. 26%	..	55%
	Chapter 48. Paper and paperboard; articles of paper pulp, of paper or of paperboard				
48.01	Paper and paperboard (including cellulose wadding), machine-made, in rolls or sheets:				
	Printing and writing paper:				
	Other:				
	In rolls less than 10 in. wide or in sheets of an area less than 300 sq. in.:				
48.01.21	Rolls Per cwt.	Cwt.	25% Aul. $1·13	40%	50%
48.01.22	Sheets Per cwt.	Cwt.	20% Aul. $1·13	35%	50%
	Other kinds, in rolls or sheets:				
48.01.23	As may be determined by the Minister Per cwt.	Cwt.	20%* Aul. $1·13*	30%*	35%*
	Kraft paper and paperboard:				
	Weighing less than 183 g/m²:				
48.01.32	Other Per cwt.	Cwt.	25% Aul. $1·13	50%	60%
	Weighing not less than 183 g/m²:				
	Of size not less than 300 sq. in.:				
48.01.36	Other Per cwt.	Cwt.	25% Aul. $1·11	..	25%
48.01.39	Of size less than 300 sq. in. Per cwt.	Cwt.	25% Aul. $1·11	..	55%
	Other paper and paperboard:				
48.01.51	Cellulose wadding per cwt.	Cwt.	$1·04 Aul. $1·04	..	$1·04
	Wrapping paper (except kraft paper and tissue paper) weighing less than 183 g/m²:				
48.01.69	Other Per cwt.	Cwt.	25% Aul. $1·13	50%	60%
	Tissue paper weighing less than 183 g/m²:				
48.01.79	Other Per cwt.	Cwt.	25% Aul. $1·04	50%	60%
	Other kinds, weighing less than 183 g/m²:				
	In rolls less than 10 in. wide or in sheets of an area less than 300 sq. in.:				
48.01.91	Rolls Per cwt.	Cwt.	25% Aul. $1·13	40%	50%
	Other kinds, weighing less than 183 g/m²:				
	In rolls less than 10 in. wide or in sheets of an area less than 300 sq. in.:				
48.01.92	Sheets Per cwt.	Cwt.	20% Aul. $1·13	35%	50%
	Other, in rolls or sheets:				
48.01.93	As may be determined by the Minister Per cwt.	Cwt.	20%* Aul. $1·13*	30%*	35%*
	Other kinds, weighing not less than 183 g/m²:				
	Of size not less than 300 sq. in.:				
48.01.95	As may be determined by the Minister Per cwt.	Cwt.	25%* Aul. $1·11*	..	25%*
48.01.99	Of size less than 300 sq. in. Per cwt.	Cwt.	25% Aul. $1·11	..	55%
48.04	Composite paper or paperboard (made by sticking flat layers together with an adhesive), not surface-coated or impregnated, whether or not internally reinforced, in rolls or sheets:				
	Weighing less than 183 g/m²:				
	In rolls less than 10 in. wide or in sheets of an area less than 300 sq. in.:				
48.04.01	Rolls Per cwt.	Cwt.	25% Aul. $1·13	40%	50%
48.04.02	Sheets Per cwt.	Cwt.	20% Aul. $1·13	35%	50%
	Other, in rolls or sheets:				
48.04.03	As may be determined by the Minister Per cwt.	Cwt.	20%* Aul. $1·13*	30%*	35%*
	Weighing not less than 183 g/m²:				
	Of size not less than 300 sq. in.:				
48.04.11	As may be determined by the Minister Per cwt.	Cwt.	25%* Aul. $1·11*	..	25%*
48.04.19	Of size less than 300 sq. in. Per cwt.	Cwt.	25% Aul. $1·11	..	55%
48.05	Paper and paperboard, corrugated (with or without flat surface sheets), creped, crinkled, embossed or perforated, in rolls or sheets:				
	Weighing less than 183 g/m²:				
	Creped or crinkled:				
48.05.19	Other Per cwt.	Cwt.	20% Aul. $1·13	30%	45%
	Embossed:				
	In rolls less than 10 in. wide or in sheets of an area less than 300 sq. in.:				
48.05.21	Rolls Per cwt.	Cwt.	25% Aul. $1·13	40%	50%
48.05.22	Sheets Per cwt.	Cwt.	20% Aul. $1·13	35%	50%
	Other, in rolls or sheets:				
48.05.23	As may be determined by the Minister Per cwt.	Cwt.	20%* Aul. $1·13*	30%*	35%*
	Weighing less than 183 g/m²:				
	Corrugated or perforated:				
	In rolls less than 10 in. wide or in sheets of an area less than 300 sq. in.:				
48.05.31	Rolls Per cwt.	Cwt.	25% Aul. $1·13	40%	50%
48.05.32	Sheets Per cwt.	Cwt.	20% Aul. $1·13	35%	50%
	Other, in rolls or sheets:				
48.05.33	As may be determined by the Minister Per cwt.	Cwt.	20%* Aul. $1·13*	30%*	35%*
	Weighing not less than 183 g/m²:				
	Corrugated, creped, crinkled or embossed:				
	Of size not less than 300 sq. in.:				
48.05.41	As may be determined by the Minister Per cwt.	Cwt.	25%* Aul. $1·11*	..	25%*
48.05.49	Of size less than 300 sq. in. Per cwt.	Cwt.	25% Aul. $1·11	..	55%
	Perforated:				
	Of size not less than 300 sq. in.:				
48.05.51	As may be determined by the Minister Per cwt.	Cwt.	25%* Aul. $1·11*	..	25%*
48.05.59	Of size less than 300 sq. in. Per cwt.	Cwt.	25% Aul. $1.11	..	55%
48.07	Paper and paperboard, impregnated, coated, surface-coloured, surface-decorated or printed (not being merely ruled, lined or squared and not constituting printed matter within Chapter 49), in rolls or sheets:				
	Printing and writing paper:				
	Other kinds:				
	In rolls less than 10 in. wide or in sheets of an area less than 300 sq. in.:				
48.07.21	Rolls Per cwt.	Cwt.	25% Aul. $1·13	40%	50%
48.07.22	Sheets Per cwt.	Cwt.	20% Aul. $1·13	35%	50%
	Other, in rolls or sheets:				
48.07.23	As may be determined by the Minister Per cwt.	Cwt.	20%* Aul. $1·13*	30%*	35%*
	Other than printing and writing paper:				
	Wrapping paper (except waxed paper and fruit wrapping tissue paper):				
	Unprinted:				

(NEW ZEALAND, *continued on page* 479).

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Of course, your questions may not be about the length of an oil-drilling lease, or the cost of air freight from Broken Hill to Melbourne or the advantages of a proprietary limited company. You may just want to know how hot it gets in Adelaide or what to tip a cab driver in Brisbane. We can answer that, too, in a little book we call 'The Business Man's Guide'. The big questions are answered in many other specific booklets, all available *free*.

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with E.S. & A. Bank, a member of Australia and New Zealand Banking Group Limited

Tariff Item	Description	Uint	Rates of duty		
			British Preferential	Most Favoured Nation	General Tariff
48.07.59	Other Per cwt.	Cwt.	25% Aul.$1·23	50%	60%
	Other kinds: Weighing less than 183 g/m²: Unprinted: In rolls less than 10 in. wide or in sheets of an area less than 300 sq. in.:				
48.07.71	Rolls Per cwt.	Cwt.	25% Aul.$1·13	40%	50%
48.07.72	Sheets Per cwt.	Cwt.	20% Aul.$1·13	35%	50%
48.07.73	Other, in rolls or sheets: As may be determined by the Minister Per cwt.	Cwt.	20%* Aul.$1·13*	30%*	35%*
	Weighing not less than 183 g/m²: Of size not less than 300 sq. in.: Other:				
48.07.93	Unprinted Per cwt. Of size less than 300 sq. in.:	Cwt.	25% Aul.$1·11	..	25%
48.07.99	Unprinted Per cwt.	Cwt.	25% Aul.$1·11	..	55%

Chapter 68. Articles of stone, of plaster, of cement, of asbestos, of mica, and of similar materials

68.11	Articles of cement (including slag cement), of concrete or of artificial stone (including granulated marble agglomerated with cement), reinforced or not:				
68.11.05	Bricks, blocks, or slabs that do not exceed 24 in. in length 8 in. in width and 8 in. in thickness (but not including goods, composed of chips of marble set irregularly in cement, whether polished or not)	..	20%	40% Aul.16%	50%

*Or such lower rate of duty as the Minister may in any case direct

The following items were revoked on January 23, 1970:

21.07.11	48.01.95	48.05.41
48.01.21	48.01.99	48.05.49
48.01.22	48.04.01	48.05.51
48.01.23	48.04.02	48.05.59
48.01.32	48.04.03	48.07.21
48.01.36	48.04.11	48.07.22
48.01.39	48.04.19	48.07.23
48.01.51	48.05.19	48.07.59
48.01.69	48.05.21	48.07.71
48.01.79	48.05.22	48.07.72
48.01.91	48.05.23	48.07.73
48.01.92	48.05.31	48.07.93
48.01.93	48.05.32	48.07.99
	48.05.33	68.11.05

Any inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Import reductions

DETAILS of reductions of import duties, effective from January 1, 1970, on certain Australian goods imported into New Zealand have now been received.

Details of the items concerned and the new rates of import duty on these items may be seen at Board of Trade, Room E.54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 401).

COUNTRIES GROUPED BY CONTINENTS

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.

PERU

Importation of publications and games for children

IN ACCORDANCE with supreme Resolution No. 1206 of December 23, 1969 importation into Peru of publications, toys and parlour games for children will only be permitted subject to the approval of the Ministry of Education in each case.

Further information about the Resolution may be obtained from Tariff Section, Export Services Division, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474).

BRAZIL

Changes in import duties

UNDER RESOLUTION 726 of January 9, 1970, a quota of 9,500 metric tons of raw or prepared jute, falling within tariff heading 57.03.001 will be admitted free of duty into Brazil if it is cleared through customs before March 31, 1970.

Resolution 727 of January 6, 1970, extends the provisions of Resolution 668 of May 29, 1969, which introduced a duty free quota on phenol (phenic acid, carbolic acid) falling within tariff heading 29.06.007 (see page 191 of the *Board of Trade Journal* dated July 16, 1969). The importer now has to acquire 1·4 metric tons (formerly 1·5 metric tons) of the nationally produced product to each metric ton imported. The concession will remain in force until December 31, 1970.

Under Resolution 728 of January 6, 1970, a quota of 150 metric tons of sisal yarn, dyed, over 750 metres per kilo (one or two strands), falling within tariff heading 59.05.019, will be admitted at a reduced duty of 15 per cent *ad val.* c.i.f., if it cleared through customs before October 30, 1970. The normal rate of duty is 85 per cent.

VENEZUELA

Amendment to the customs tariff: for veterinary vaccines

BY A RESOLUTION published in the *Official Gazette* of January 31 there was introduced the following new sub-heading in the customs tariff for Venezuela:

Tariff Item	Description	Duty
541-02-02	Vaccines and bacteriological preparations for veterinary use	Free

Importation of the above item is subject to the granting of an import licence.

JAMAICA

Import licensing arrangements: electrical accessories

THE LIST of Exceptions to the Jamaican Open General Licence (see *Board of Trade Journal* of September 27, 1968, page 865) has been further amended by the deletion from item 171 of the words 'Electrical Accessories including' and the substitution therefor of the following – 'Electrical Accessories as follows'. (A notice about the addition of item 171 to the Exceptions to the OGL appeared in the *Board of Trade Journal* of January 21, 1970, page 198.)

DEFECTIVE ORIGINAL

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UNITED STATES

Motor vehicle safety standard 108

THE FEDERAL Highways Administration has announced an amendment to paragraph S.31.1.12 of the Motor Vehicle Safety Standard No. 108 (lamps, reflective devices and associated equipment – passenger cars, multi-purpose passenger vehicles, trucks and buses, trailers and motor cycles) to permit the use of white parking lamps prior to January 1, 1971. This amendment became effective on February 3, 1970.

Inquiries about this notice should be addressed to Export Services Branch (Tariff Section, United States), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457) (Ref. 3.2.70).

Hazardous Substances Act: spray containers

THE UNITED STATES Commissioner of Food and Drugs has announced the exemption of spray containers of adhesive and similar products from the special labelling required because of their methyl alcohol content.

The regulation (191.63) which provides for exemption for small packages, minor hazards, and special circumstances has been revised with effect from February 6, 1970.

Inquiries about this notice should be addressed to Export Services Branch (Tariff Section, United States), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel 01-248 5757, Ext. 455, 456, 457), reference FR 6.2.70.

Hazardous radiation control

THE UNITED STATES Department of Health, Education and Welfare has announced proposals for a performance standard applicable to the emission of X-radiation from demonstration-type- cold cathods gas discharge tubes which are often used for educational purposes by young students.

Interested persons have until March 1 to submit comments on the standard to the Director of the Bureau of Radiological Health.

Further details may be obtained from the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397). (Ref. FR 30.1.70).

Trade Practice Rules for mirror industry

THE UNITED STATES Federal Trade Commission has invited comments from interested parties in relation to requests for changes in its Trade Practice Rules for the mirror industry. The principal request affects existing definitions of plate and float glass. In addition comments are invited on the need for affirmative disclosures in advertising and/or labelling, concerning the properties performance or safety hazards of mirrors.

Written views may be submitted not later than April 7, 1970, to the Chief, Division of Industry Guides Bureau of Industry Guidance, Federal Trade Commission, Pennsylvania Avenue and Sixth Street, NW Washington, DC 20580.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397), reference FR 6.2.70.

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CANADA

Changes in customs tariff

THE CANADIAN Government have issued Order in Council PC 1970-102 dated January 21, 1970 making certain changes in the Canadian customs tariff which are listed below.

Tariff Item		British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff
12310-1	Frozen tuna loins for use in the manufacture of canned tuna (Expires January 31, 1972)	Free	Free	30%
18730-1	Thirty-five millimetre positive colour print film for use in the production of 35 millimetre motion picture films and film strips from negatives (Expires June 30, 1970)	Free	Free	30%
19245-1	Rope paper for use in the manufacture of coated abrasive paper (Expires January 31, 1971)	Free	Free	35%
20215-1	Woven fabrics, open mesh, wholly or in chief part by weight of paper, with or without paper strips attached thereto, for use in the manufacture of fruit and vegetable bags (Expires January 31, 1971)	Free	Free	35%
29645-1	Talc for use in the manufacture of ceramic tile (Expires January 31, 1972)	Free	Free	25%
29660-1	Dead-burned magnesite containing less than 94% but not less than 83% magnesium oxide for use in the manufacture of magnesite fire brick or chrome fire brick (Expires January 31, 1971)	7½%	7½%	30%
32666-1	Shapes of silvered glass, with moils, for use in the manufacture of coloured or decorated Christmas tree ornaments) (Expires January 31, 1971)	Free	Free	22½%
32669-1	Reflectors and refractors of glass designed for use with lighting fixtures, not further manufactured than moulded, when of a class or kind not made in Canada and imported to be silvered, aluminized, acid-etched or combined with a spun aluminium cover in Canada (Expires January 31, 1971)	Free	Free	10%
34730-1	Bars, rods, sheet, strip, wire, forgings, castings and tubes, seamless or welded, of zirconium or zirconium alloys for use in the manufacture of nuclear power reactors, including fuel components (Expires June 30, 1970)	Free	Free	25%
34735-1	Tubing of titanium or titanium alloys, not including welded tubing three-quarter inch or one inch in outside diameter, for use in Canadian manufactures (Expires January 31, 1971)	Free	Free	25%
34835-1	Electrolytic copper powder, electrolytic iron power, for use in Canadian manufactures (Expires January 31, 1971)	Free	Free	10%
34903-1	Copper chromium alloy billets, containing 95% or more by weight of copper, for use in Canadian manufactures (Expires January 31, 1971)	Free	Free	25%
34925-1	Extruded tubing, of magnesium or alloys of magnesium having an outside diameter of five inches or more, for use in Canadian manufactures (Expires January 31, 1972)	Free	Free	25%
35235-1	Centrifugally cast bronze shells or tubes not further manufactured than turned and bored longitudinally, of a size not made in Canada, for use in the manufacture of rolls for paper-making machinery (Expires January 31, 1973)	Free	Free	30%
35250-1	Brass couplings with rolled thread, brass ferrules and eyelets therefor, for use in the manufacture of garden or lawn hose (Expires January 31, 1971)	10%	10%	30%
35415-1	Aluminium or aluminium alloy covered aluminium alloy wire, 0·375 inch or less in diameter for use in the manufacture of wire less than 0·25 inch in diameter (Expires January 31, 1972)	Free	Free	25%
38015-1	Shapes or sections of iron or steel made to specifications AISI numbers C1050 to C1090 inclusive, with bevelled edge or edges, not further manufactured than hot-rolled, not less than seven and twenty-nine thirty-seconds inches in maximum cross-sectional dimension and not less than 13 feet 5 inches in length, for use in the manufacture of cutting edges for dozer blades, front-end loader buckets, combination excavating and transporting scraper units, and road graders or scrapers (Expires January 31, 1971)	Free	Free	20%
38230-1	Sheet of iron or steel cold-rolled, over 60 inches in width, deep drawing quality, for use in the manufacture of bath-tub body stampings (Expires January 31, 1971)	Free	Free	25%

DEFECTIVE ORIGINAL

Tariff Item		British Preferential Tariff	Most Favoured-Nation Tariff	General Tariff
38235-1	Sheet or strip of iron or steel, hot- or cold-rolled, not more than 0·125 inch in thickness, with cutting edge on one or both sides, for use in the manufacture of cutting dies (Expires January 31, 1972)	Free	7½%	35%
41024-1	Silicon carbide electric heating elements for use in Canadian manufactures (Expires January 31, 1971)	Free	Free	30%
41440-1	Parts for use in the manufacture of the goods enumerated in tariff item 41410-1 (Expires October 31, 1970)	5%	7½%	25%
42768-1	Engines, axle assemblies, torque converters, transmissions, and parts thereof, for use in the manufacture of machines commonly known as front-end loaders or tractor shovels (Expires January 31, 1971)	Free	Free	30%
42774-1	Axles and shaft assemblies; gears and gear box housings; wheel hubs, rims and brake drums; steering assemblies including rear forks; rubber chain cogwheels; gutter broom suspensions; electric clutch and pump assemblies; hydraulic pumps, valves and filters; elevator slip clutches; all the foregoing and parts thereof for use in the manufacture of self-propelled street sweepers (Expires January 31, 1972)	Free	Free	30%
42865-1	Diesel and semi-diesel engines; diesel dual fuel engines; L.P.G. engines; gasoline internal combustion engines; reciprocating natural gas engines; when of a class or kind not made in Canada and for use in the manufacture of electricity generating sets consisting essentially of an internal combustion engine and one or more generators mounted on a common base (Expires January 31, 1971)	Free	Free	30%
43225-1	Stainless steel bottom, body, and neck parts, finished or not, for milk cans, not including handles, for use in the manufacture of stainless steel milk cans (Expires January 31, 1972)	Free	5%	35%
43854-1	Vinyl compatible lacquer coating for use in the manufacture of rear compartment tops used as original equipment in the manufacture of motor vehicles (Expires June 30, 1970)	Free	Free	25%
43859-1	Wire of iron or steel, valve spring quality, alloyed or carbon, for use in the manufacture of mechanical precision springs for motor vehicles (Expires January 31 1971)	Free	Free	20%
43879-1	Stainless steel sheet or strip, hot- or cold-rolled, with chromium content of not less than 10% nor more than 14%, for use in the manufacture of mufflers, tail pipes or exhaust pipes for motor vehicles (Expires January 31, 1971)	Free	Free	25%
43882-1	Steel wire, RA-72022 helical vertebrae special shaped, for use in the manufacture of brake cables for motor vehicles (Expires January 31, 1972)	Free	Free	20%
43883-1	Steel spring strip, annealed not less than 0·147 inch nor more than 0·150 inch in thickness with tolerance not to exceed 0·001 inch, one and thirteen-sixteenths inches in width, for use in the manufacture of shaft locks for motor vehicles (Expires January 31, 1971	Free	Free	25%
43886-1	Vinyl monofilament ribbon yarns, 0·005 inch in thickness and 0·05 inch in width, for use in the manufacture of windlace for stormstrip for motor vehicles and, per pound (Expires January 31, 1972)	Free	Free	35% 20 cts.
43888-1	Electric motor axle assemblies; gasoline internal combustion engines, air-cooled, four cycle; transaxles; parts of the foregoing; wheels, rims and hubs; tyres and tubes, wholly or in part of rubber; all of the foregoing when for use in the manufacture of golf cars (Expires January 31, 1971)	Free	7½%	35%
43889-1	Welded steel tubing, four inches outside diameter and larger, for use in the manufacture of drive shafts used as original equipment in the manufacture of motor vehicles (Expires January 31, 1971)	Free	Free	30%
43897-1	Steel spring wire, square edge, 0·045 inch or more in thickness with tolerance not to exceed 0·002 inch, not more than 0·312 inch in width with tolerance not to exceed 0·006 inch, for use in the manufacture of retainer rings for motor vehicles (Expires January 31, 1971)	Free	Free	20%

CANADA, *continued on next page.*

FILMS FOR EXPORTERS

THE BOARD OF TRADE has prepared three films on exporting which are suitable for showing to Chambers of Commerce, Trade Associations, Export Clubs and other organizations who have an active interest in exporting. All three films were produced for the Board of Trade by the Central Office of Information and are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, W.3 (Tel. 01-743 5555).

They are:

'Shop Windows for Exports.' A 20-minute 16 mm. film in colour which describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions. It shows how a manufacturer can select those 'Shop Windows' best suited for his product.

'The Friendly Invasion.' This 12-minute film in colour was made at the Brussels and Toronto British Weeks in the autumn of 1967. It explains how British Weeks can be the ideal way for consumer goods manufacturers to increase their sales in export markets.

'Call Export Intelligence.' A 30-minute film in colour describing the Government's services for exporters and how they can be used by firms to increase their exports. It shows the work of the Board of Trade's Export Services Branch, Regional Offices and the Commercial Departments of our Embassies, Consulates and High Commissions overseas. No actors were used for this film. All the officials, commercial officers and businessmen appearing in the various scenes shot in Britain and Denmark actually do the jobs shown in the film.

THE PATENT OFFICE

In addition to handling some 82,000 *Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal (Patents) the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Orpington, Kent, BR5 3RD or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2.

Receipts from sales amount to some £450,000 annually. You may well find information your firm needs among the Patent Office publications.

EXPORT HANDBOOKS

The Board of Trade has issued four Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services', 'Organization for Overseas Marketing' and 'Agency Legislation and Practice Abroad'. Together they contain over 300 *pages of information that every exporter should have. To get as many free copies of these four Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section* (707), *Board of Trade,* 1 *Victoria Street, London, S.W.1.*

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CANADA, *continued*

Tariff Item		British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff
43898-1	Chloroprene rubber, unmanufactured for use in the manufacture of parts, and accessories and parts thereof, except tyres and tubes, for passenger automobiles, buses, motor trucks, ambulances or hearses, or chassis therefor (Expires January 31, 1972)	Free	Free	5%
43899-1	Chromed mirror glass, not further processed than cut into rectangles, for use in the manufacture of rear view mirrors used as original equipment in the manufacture of motor vehicles (Expires January 31, 1971)	Free	Free	30%
44553-1	Parts for use in the manufacture of recorders and reproducers and reproducers using magnetizable tape as a recording medium, but not including any of the following: resistors, whether fixed or variable, capacitors, inductors, transformers, terminal boards, jacks, connectors, switches, loudspeakers, electron tubes, transistors or other semiconductor devices, or assemblies incorporating any of the foregoing (Expires January 31, 1971)	Free	Free	25%
45310-1	Stampings of metal, for use in the manufacture of covered buckles; button parts composed wholly or in part of a metal stamping, for use in the manufacture of covered buttons (Expires October 31, 1971)	Free	5%	30%
55215-1	Woven fabrics, wholly or in part of silk, imported in lengths of not less than five yards, by manufacturers of neckties, scarves or mufflers, for use in the manufacture of neckties, or matching necktie and pocket puff sets, scarves or mufflers, but not including such fabrics for use as interlinings (Expires January 31, 1972)	10%	10%	45%
85800-1	Zeolites of a kind not produced in Canada for use in the manufacture of cracking catalysts for the refining of petroleum (Expires January 31, 1973)	Free	Free	25%
92847-4	Sodium dichromate for use in the manufacture of chromic acid and chromium sulphate, including basic chromium sulphate (Expires January 31, 1973)	Free	Free	25%
92923-2	Glutamic acid, crude, for use in the manufacture of monosodium glutamate (Expires January 31, 1972)	Free	Free	25%
92936-2	Acetylsulphamerazine, acetylsulphadiazine, acetylsulphathiazole and acetylsulphamethylthiodiazole, for use exclusively in the manufacture of sulpha drugs (Expires January 31, 1972)	Free	Free	25%
92944-2	Antibiotics, crude, and antibiotic intermediates, structurally based on 6 amino-penicillanic acid, not further processed than extracted from their primary fermentation liquors, in crystalline form, of a kind not produced in Canada, for use in the manufacture of antiobiotics (Expires January 31, 1973)	Free	Free	25%
93901-76	Scrap or waste materials of polyurethane foam when imported to be shredded or ground for use in the manufacture of polyurethane foam (Expires January 31, 1971)	7½%	7½%	25%

New patent and trade mark legislation

AN ACT TO AMEND the Patent Act, the Trade Marks Act and the Food and Drugs Act came into operation in Canada on June 27, 1969. The main effect of the amendment to the Patent Act is to extend the present authority of the Commissioner of Patents to issue compulsory licences for patented medicines, to permit the Commissioner to grant licences for the import of such medicines in all forms. The amendment to the Trade Marks Act lays down certain provisions regarding the use of a trade mark in association with a pharmaceutical preparation by a company related to the owner of the trade mark, within the meaning of the definition of 'related companies' in that Act. The licensing and importation of medicines is subject to the requirements of the Food and Drugs Act.

A copy of the Act is available for consultation in the Chancery House Annexe of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Chancery Lane, London, W.C.2.

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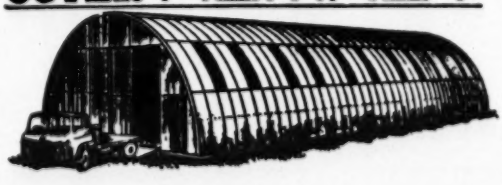
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- P 60 Clothing (M)
- P 17 Footwear (M)
- P 16 Gloves and Mittens (Q)

Mechanical and Electrical Engineering
- P 63 Agricultural Machinery (Q)
- P 47 Contractors' Plant (Q)
- P 70 Cranes (Q)
- P 51 Electric Lamps (Q)
- P 65 Electric Light Fittings (Q)
- P 26 Engineers' Tools (Q)
- P 8 Gramophone Records (M)
- P 13 Internal Combustion Engines (Q)
- P 27 Mechanical Handling Plant (Q)
- P 64 Metal-Working Machine Tools (Q)
- P 50 Motor Control Gear (Q)
- P 23 Office Machinery (Q)
- P 48 Photographic Equipment (Q)
- P 28 Refrigerating Machinery (Q)
- P 12 Rotating Electrical Machinery (Q)
- P 29 Scientific and Industrial Instruments and Apparatus (Q)
- P 49 Watches and Clocks, etc. (Q)

Metal Goods
- P 32 Cutlery (Q)
- P 34 Hollow-Ware (Q)
- P 33 Jewellery (Q)
- P 54 Safety-Razor Sets and Blades (Q)
- P 31 Tools and Implements (M)

Mining and Quarrying
- P 57 Salt (M)

Paper, Publishing, etc.
- P 67 Boxes, Cartons and Fibreboard Packing Cases (M)
- P 75 General Printing and Publishing (Q)
- P 71 Manufactured Stationery and other Paper and Board Products (Q)
- P 69 Newspapers (Q)
- P 68 Paper and Film Bags (M)
- P 5 Paper and Paper-Making Materials (M)
- P 74 Periodicals (Q)

Pottery
- P 6 Pottery and Electrical Ware (M)

Textiles
- P 9 Carpets and Rugs (Q)
- P 4 Hosiery and Other Knitted Goods (Q)
- P 15 Lace (Q)
- P 14 Linen (Q)
- P 10 Elastic Goods and Narrow Fabrics (Q)
- P 72 Warp Knitted Fabrics (Q)
- P 73 Foam Backing, Foam Laminating and Fabric to Fabric Bonding (M)

Timber, Furniture, etc.
- P 24 Bedding (Q)
- P 36 Home-Grown Timber (M)
- P 37 Imported Timber (M)
- P 38 Wood Chipboard (M)

Vehicles
- P 1 Cars and Commercial Vehicles (M)
- P 3 Industrial Trucks and Tractors (Q)
- P 2 Motor Cycles, Three Wheel Vehicles and Pedal Cycles (M)
- P 59 Perambulators, Bed Folders and Push Chairs (Q)
- P 30 Trailers (M)
- P 42 Wheeled Tractors (M)

Other Products
- P 25 Brushes and Brooms (Q)
- P 40 Floor Coverings (Q)
- P 41 Leathercloth (Q)
- P 45 Pens and Pencils (Q)
- P 7 Rubber (M)
- P 43 Toys, Games and Sports Equipment (Q)

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